# DISTRIBUTION AND WAREHOUSING

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## NRA Considering Consolidation of Warehouse and Trucking Codes

Deputy Administrator Clark Recommends Grouping Merchandise and Household Goods and Motor Transport Pacts Under One Basic Arrangement Providing for Single National Authority and Three Divisional Authorities—Furniture Movers' Trucks May Be Put Under Trucking's Jurisdiction

By JAMES J. BUTLER

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

THE most important and far-reaching development from the standpoint of warehousing and motor transportation since self-government of industry was launched by NRA, was disclosed on Oct. 27 when Deputy Administrator Charles P. Clark told Distribution and Warehousing that consolidation of the Codes of these industries was being considered.

Mr. Clark's statement, which comes as a surprise to the affected Trades—Merchandise Warehousing, Household Goods Storage and Moving, and Trucking—was made coincident with his announcement that he had recommended to Division Administrator Leighton H. Peebles that all trucking operations carried on by members of the Household Goods Storage and Moving Trade be placed under the jurisdiction of the Trucking Code.

While the Deputy Administrator's decisions are subject to review in the office of Division Administrator Peebles and before the National Industrial Recovery Board, the fact that he is the individual in direct supervision over the several Trades will give his recommendations forceful, if not controlling, weight. Then, too, it is not considered he would make public the findings if he were not at least reasonably certain they would not be overruled.

Assuming that this proposal finds favor with Mr. Clark's superiors, it would, it is reasoned in the recovery Administration, go far toward collapsing the household goods Code insofar as its ability to operate as a separate com-

pact is concerned. This consideration prompted Deputy Administrator Clark to arrange for a conference, to take place Nov. 1, with Martin H. Kennelly, chairman of the temporary national Code Authority for the furniture movers and president of the National Furniture Warehousemen's Association, to consider the future of his Trade's pact.

It was in this connection that Mr. Clark revealed the possibility of consolidation which would amalgamate the two warehousing trades with trucking under a major or basic code.

Treatment of the problems peculiar to each branch could be provided for in supplemental pacts in much the same manner as the various divisions of the retail and wholesale fields are handled, it is pointed out. This would entail the election of one national Code Authority to fill a general supervisory role and three divisional Code Authorities, with a coordinating committee as an adjunct. Such a committee has operated for several months in connection with the more than two score of separate industries which are governed by the Graphic Arts Industries Code.

Deputy Administrator Clark made it emphatic that the program outlined in the foregoing had not progressed beyond the stage of preliminary discussion and that it was, at present, a possibility rather than a probability. However, it is under official consideration, and with the present trend of NRA being definitely toward consolidation of

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#### Advantages of Placing

## An Arbitration Clause in the Warehousemen's Contract

By WILLIAM T. BOSTWICK

Secretary, New York Furniture Warehousemen's Association

Avoid Litigation!
Reduce Overhead!
Retain Good Will!

VERY van that leaves or enters a warehouseman's premises carries the hazard of a Court summons bidding him appear and defend himself against a customer's claim for damages. This unseen but weighty load is one of the greatest causes of loss in the industry. The warehouseman cannot foresee its coming or gauge the burden it will add to his overhead.

An irate and frequently unreasonable housewife claims that her pet chattels have been damaged or lost in the course of storing or moving them from one home to another. The customer makes what the warehouseman considers an unreasonable or unfounded claim. Failing to get the desired settlement, the customer rushes to a lawyer with instructions to sue, and the summons is served. Often it has the desired effect, and the warehouseman pays up and takes his loss rather than lose the customer or suffer the delays and expense of a lawsuit.

What is the way out of this predicament in which warehousemen so frequently find themselves? The New York and the New Jersey Furniture Warehousemen's Associations have found it. They have gone at the problem with all the momentum and driving force of one of their own vans, and have left the menace of the Court summons flattened out in their path.

But while they have solved the bothersome question effectively for themselves, it has been fairly met for their customers as well. No group of business men, whether they manufacture a product or perform a service, can nowadays ignore the interests of the consumer nor forget that in this much-talked-of New Deal the customer also "draws a hand."

If the consumer's good-will is lost, his patronage is lost with it.

The plan adopted by the New York and New Jersey groups is so simple that its effectiveness might be doubted were it not for the fact that it has been thoroughly tested over a number of years, with highly satisfactory results both to warehousemen and their customers.

BRIEFLY, the Associations under their standard form of contract, outlining the terms and conditions under which storage or moving operations are to be performed, and which is signed by the customer before the service is rendered, include the following arbitration clause, which the warehousemen have come to look upon as a form of insurance against litigation:

"Any dispute or claim arising out of or for the breach of this agreement shall be settled by arbitration under the arbitration law of the State of New York and under the rules of the American Arbitration Association, provided, however, that upon any such arbitration the arbitrator may not vary, modify or disregard the foregoing provisions."

With this clause in his contract, the warehouseman is safe from the menace of the Court summons. Under its protecting features, he and the customer are assured economy of settling disputes before impartial, qualified arbitrators of their own choosing, who serve without compensation; they are assured of protection against litigation, inasmuch as the Courts will, under State law, refuse

WHAT the American Arbitration
Association can do for the
household goods storage and moving operators of the country is too

The New York F. W. A. and the New Jersey F. W. A. have long been enjoying the benefits which A. A. A. offers, and Mr. Bostwick here gives the background.

Every furniture warehouseman should have an arbitration clause inserted in his contract form and thus protect himself against senseless and costly litigation in the Courts.

Read this article and then address a letter of inquiry to the American, Arbitration Association, 521 Fifth Avenue, New York City.

to hear a lawsuit begun in defiance of the clause and compel either party to live up to the arbitration agreement; they are assured of the finality of the arbitrator's decision, which under the law has the same force and effect as a judgment of the Courts.

The following recent case is a typical illustration of the value of the clause as a form of insurance:

A warehouseman in New York found himself faced with a claim for damages to a customer's rugs. Convinced that the claim was unfounded, he referred it to the American Arbitration Association with the request that the latter take the necessary steps to bring the controversy to arbitration. A few days after the initial steps in the arbitration were taken and lists of proposed arbitrators sent to the parties in dispute, a letter was received by the Arbitration Association from the warehouseman, stating that the customer and her attorney had agreed to withdraw the claim and not pursue the matter further. The ware houseman's letter added:

"We are likewise glad to state that once again our arbitration clause and our determination to arbitrate have saved us from being sued or making a settlement of an unjust claim."

The experience of this particular warehouseman has been repeated over and over by other members of the New York group. According to the records of the American Arbitration Association, nearly one-third of the claims submitted by warehousemen for arbitration during 1933 were withdrawn by the

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## Buying Equipment and Supplies For Factory or Warehouse

By H. A. HARING

New problems in the purchase and storing of industrial goods -and how to meet them

N marketing the goods of commerce it is customary to divide them roughly into three classes: consumption, industrial, and institutional.

"Consumption" goods, often called "consumers' goods" are all the things bought for personal use-food and clothing, drugs and cosmetics, automobiles and household equipment, sporting goods and building supplies. These goods are, in general, the articles which make up the stock of a retail merchant.

"Industrial" goods are those sold to concerns which use the goods "in the production and marketing of their own products or services"-all the supplies and equipment required by a factory or a railroad, a warehouse or a coal mine, a lumber camp or an oil field.

The third class, "institutional" goods, are those which are sold to schools and colleges, hospitals and clubs, Governmental departments and the army or navy.

The three classes consume, often, the same goods. Tooth paste or canned soup, electric motors or an automobile, may be bought by all three. The grouping relates, therefore, not to the goods but to the method of marketing. For, to sell any such an item as those mentioned, requires a different sales procedure for each one of the three groups. Usually a manufacturer who sells to all finds that he must employ three sets of salesmen, because the whole task of selling is so different that a man who is skilled in dealing with retail merchants would get nowhere with a Government bureau, much less with the shrewd purchasing agent

We are, for the present, concerned with the second class of buying-"industrial."

As defined by the Bureau of the Census, the "industrial market" is made up of manufacturers and others "who use raw material or partially processed materials, machinery and equipment, supplies and fuel and power, necessary to manufacture their products; also railroads and other public utilities, mines and mills, construction industries and certain service industries such as warehouses." So huge is this market that, according to the Census, it consumes fiftythree billions of dollars a year of goods at wholesale valuation. "Consumption" goods, which are far more conspicuous in advertising and distribution, total only thirty-two

The variety of industrial goods is legion. Everything from paper clips, at 100 for a nickel, to locomotives, at \$200,000 apiece, falls into this class. These goods include also services along with tangible products, as where purchase is made of electric light or gas, heat or power from a central station, telephone service or warehousing facilities.

ONE who buys goods for industrial use makes a purchase deliberately and carefully, with as little swaying by impulse as possible.

This is a striking contrast with "consumption" goods. A woman may buy a coat because her eye caught an "ad" in Sunday's paper; a couple will spend a dollar for a movie because the house was near a convenient parking space; a family will eat a certain breakfast food because the children love its radio quarter-hour and demand the carton labels; and probably nobody knows why any smoker prefers a given brand of cigarette. "Consumer's" buying swells up and down with whims; with style; with convenience; with flashy advertising; with merely the desire for something

But, when the same man buys for his factory, he casts aside flimsy reasons. He goes carefully into merit of the goods, measuring that merit with his own specifications of the service required. Whatever he buys, for this purpose, will be used to make money. If it proves poor or defective, the expected profit turns

into a loss; if it is especially good and serviceable, the profit is doubled.

"Performance" is the test. The bulk of industrial goods are used directly in the plant: power and its transmission, machinery and equipment, tools and raw materials. The failure of any one to perform properly may result in inferior output or may cause stoppage of the plant. Performance, furthermore, must be bought at lowest cost, in order that the buyer's own product may be sold in competition with what another makes. Performance is a matter of first importance from yet another viewpointnamely, that machinery and tools represent large sums and are normally in use for five or ten years, or that a single purchase of raw material or supplies may last for six months or a year. This is quite a different condition from buying food for the home, where tomorrow's shopping may correct today's mistake with no appreciable loss or bother.

As a result of the test of performance, the industrial buyer does much searching for the best source of supply. He makes careful comparison of merit in the goods,

the price in relation to competing products, the service available from a supplier both for the order now in hand and for replacements in the future. In the buying there is a minimum thought of convenience; a maximum of service and ultimate performance. And, after determining upon the purchase, written specifications are prepared in the form of a purchase order or a contract of purchaseand-sale, which often is supported by definite guarantee from the supplier.

Yes, industrial buying, which covers more than one-half of the buying in America, is deliberate and careful. To it a business man brings to bear his best intelligence and experience.

#### Often a Mistake to Buy Ahead

ONE of the great changes wrought into industrial buying of recent years is the certainty that "often it is a mistake to buy ahead."

Like so many precepts of the last generation, a well-filled factory storeroom may spell unwise management. Like the

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attic of your grandmother, it may be housing nothing but a lot of trash!

Indeed, as a businessman of 1934 looks at management, hand-to-mouth buying is the surest way to profits. In the days of pioneering, when there were no stores and no money but when a household had to fashion out of raw material everything it used, there was ample reason for saving "every nail, every button, every bit of string."

This characteristic was a hang-over from those lean and frugal days when the country was new, when every tiny thing had its use. But, in the home, tallow dips and spinning-wheels are gone. Today we have electric lights and store clothes, even in most remote localities. The things in the attic are not "antiques." They are just "old."

So, in the factory storeroom of today, a tool bought in 1925 is as valuable as a truck tire of that same year. Some old codger, to whom time means nothing, might possibly contrive to fit the old thing into today's machinery by "foxing" it, but if his time ran against the factory's payroll every hour he puttered would be forty cents wasted.

In practice, however, there is a deeper reason for not buying too far ahead.

So long as your business is small and you manage every detail yourself, it is profitable to retain a lot of old things. One brain, in such a case, holds "every detail of the business." One head stores all the "records". Your memory never fails to recall that, somewhere tucked away in the plant, is a discarded bit of equipment or a bale of supplies, intended for some other purpose but now fitted for use in an emergency. But, the day you divide responsibility with an assistant (even if he is your own son) this immediate control begins to grow thin. Two brains, by sharing the work of management, also share the "remembering." Any single thing may be remembered by both, by one of the two, or by neither. And, multiply two by half a dozen brains, or half a hundred in a large concern, and "remembering" ceases to count. Men are compelled to depend on written "records" kept by a clerk who has no responsibility in the management.

The result is that, as a business grows, "old" things are less valuable. You see illustrations every day. One officer will order supplies, while within fifty feet of him another officer may be worrying over a lot of the identical item which is gathering dust in his department.

Of course, a business finally "coordinates" its supply department and its purchasing office by installing a series of control records whereby stock on hand is checked before an order or requisition goes out. Large corporations maintain "inventory departments," whose sole purpose is to shift supplies from one plant to another and to keep everlastingly at the task of using up surplus lots of supplies or selling them for what they will bring. One friend of mine, who had once the imposing title of "supervisor of inventories" for a mammoth corporation and drew a salary of \$20,000, told me:

"At the peak of 1928 our corporation had ten million dollars tied up in un-

Acknowledgment, in preparation of this article, is due for aid received from The Joint Merchandising Committee of the Mill Supply Industry, which group has made a careful study of these problems, under the title of "Survey of Industrial Distribution." The results have not been published but have been made available for our use in these pages. We have also consulted a "Verified List of Industrial Distributors," of 1,545 distributors who handle industrial supplies, the list being prepared by "Mill Supplies" in 1933. The Bureau of the Census has also supplied, privately, some data from publications yet to be issued by the Bureau.

desirable materials. That is, materials which we use so seldom that they should be bought hand-to-mouth; or, materials once used in quantity and today not used at all."

The inventories department tries to compel every employee to inquire before issuing a requisition. The plan seldom works. Within a single factory it smacks of needless "red tape". Men prefer to think they know it all. Or, when a corporation is spread out in more than one city, to make the inquiry take too much time. So, much like a Governmental bureau at Washington, the inventories department has a staff of clerks who labor over big sheets of ruled paper but no one ever wants or uses the results. An effort to "coordinate" stock on hand with daily requisitions usually falls flat. Written records displace the memory of a single brain, but they add to costs more often than they introduce economies.

As a rule what happens is that some officer angrily retorts:

"How could you expect me to know we had it?"

Therefore, since 1929 when everyone began to examine into costs, the manufacturer has definitely and deliberately quit buying ahead. The old habit of laying in a year's supply of replacement parts or ordinary manufacturing supplies is now abandoned. Spend a day in Detroit, if you will-in that city where straight-line manufacturing is best developed and where cost studies have gone farthest. You will find that orders are placed, under long-term contracts possibly, for deliveries by the week. Even for steel, which is the biggest item of buying, the incoming supply is held close to current fabrication. If the plant is shut down a single day, the telegraph wires fairly burn with "hold up" instructions, to apply to this week's shipments if issued before Wednesday night or to next week's if after that day.

"It's a nervous way to do business," in the opinion of one mill owner who sells to that market, "but it's the only way to control the inventory. We grumble about hand-to-mouth buying at retail. It's not a circumstance to what exists in industry, where they have on hand only enough to run for two days ahead.

"The funny papers tell about the drug-

store clerk who tries to shove two items on the customer who wants one, because it means more profit per customer to the store. In our business, we used to refuse an order for less than a carload. Now, we ship as little as two hundred pounds. Our salesmen have quit trying to build up the orders to profitable quantities (for us), because if the buyer takes more than he can use at once he's tying up capital in inventory. That means a loss to him. There's no final gain to us unless our customer makes money.

"If a customer needs only a broken lot shipment, he should buy only that much. The first cost may look like more—especially the handling and transportation. But the depression has showed all of us that first cost is not final cost. Money tied up in inventory that's not needed right away can't possibly earn anything, and there's always a possible loss ahead in adjustment of values."

Of course, as we think of buying ahead for industrial goods, the policy of a small concern may vary from that of a large. Even here the difference is more the result of size than of policy. One needless truck tire for the fleet owner is hardly to be remembered, when the old trucks are traded in for others with different rims. But, for the small concern, one tire means fifty dollars—and that sum may be 1 per cent of the capital.

For concerns both small and large, any piece of equipment or any lot of supplies long held in stock may suddenly become worthless. A manufacturer of cigars, during 1933, determined to cut % of an inch off the length of one of his standard and advertised brands. A date was set, sixty days ahead, when the change should become effective. Salesmen were instructed how to explain the change to the trade, so as to forestall complaints—because no change was to be made in the advertising, nor was the public's attention to be called to the new size.

But, as the sixty days ran along and manufacture slowed up of the old size, one trouble after another developed. The packing department had on hand boxes for the old size, bought from the mill ready cut to size, for three million cigars; the stockroom had on hand 78 wrappingmachine parts for the old size which had cost \$346 each and could not be salvaged except as scrap; a competitor was heard to be cutting off % of an inch against their %. What had looked simple, as a manufacturing change, now involved a loss of nearly \$50,000 in inventory alone! and all because, following the old methods, the company had bought ahead of requirements. As a result, the sixty days was stretched to ninety, then to six months; and even today, after fourteen months, has not gone into effect.

A change in one specification, without anyone stopping to consider it, may scrap a huge value in the inventories of a manufacturer. One of the Government's PWA projects called for the use of 18,000 window frames, which were ordered and delivered and duly paid for. But, somewhere along the line of supervising architects, the specifications were changed by four inches and each sash

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changed from two panes of glass to one. Some one—and of course it is the tax-payer—today holds title to an unused stock of window frames, with glass to fit. One specification, altered for some reason which appeared sufficient at the time, has upset a whole series of business trans-

actions apparently unrelated.

Manufacturers, through their engineering staffs and cost accountants, are eliminating needless sizes and shapes in the parts of what they produce. A maker of iron fences and office grilles cut down its requirements of bolts-and-nuts from 81 patterns and sizes to 14. A fine saving! But-several months afterward it came to light that the factory storeroom had on hand 1,312 tools, such as drills and reamers and threading attachments, for the discarded bolts. These had cost \$8,400—bought because it seemed cheaper to buy large lots and stock them. After long negotiations with suppliers, some of these were returned for credit and the loss finally charged off was only \$4,100. Even this sum might have been saved had the company bought closer to handto-mouth methods.

At that, the change in bolts caused the scrapping of nearly \$10,000 of machinery and shop equipment-all worth it of course because, in the end, costs were cut.

There exists, therefore, sound reasons for not buying industrial supplies too far ahead, or farther ahead than they reasonably will be used.

#### Cost to Keeping Supplies

To buy ahead to save money defeats itself.

Of course, raw materials or supplies which fluctuate in price may always be purchased with one eye to enhancement in value. This applies particularly to raw materials; during the years of rising prices, many a concern helped its earnings by "speculating" for the rise in commodities. Also, in 1921-22 and again in 1929-33, some of these companies took heavy losses by the opposite turn of prices. A businessman crows lustily when he makes money on his inventory but he "blames someone else" when he must "adjust inventory figures" downwards as so many have done these years.

As a part of the survey of industrial buying made by the Joint Merchandising Committee of the Mill Supply Industry, manufacturers contributed their experiences in the cost of carrying stocks of supplies for production and maintenance.

Many "hidden costs" were discovered. where excess goods were carried. It was found that the real cost of an item, used in industrial processes, cannot be determined at the time of purchase but becomes known only when the article is actually used, due to:

- Stockroom and warehouse handling costs from the time the goods are received until actually put into use.
- 2. Obsolescence and damage and deterioration while the article is held in stock.
- 3. Idle investment of capital in such stock from time of pur-chase until time put into use.

 Change in market price, either up or down, between time of stocking and time of use; possibility of buying better or improved goods by the time of actual use; etc.

A plant which attempts to carry stock ahead accumulates a considerable number of "undesirable items" (those which are not used frequently), owing mainly to depreciation and obsolescence. Anything carried in stock for a year loses rapidly in value; or, which is the same thing, its real cost wipes out all saving from buying in needless quantity. By adding to the original cost the accumulated expense of carrying such a stock, and then comparing this total cost with the actual assets value of the stock, it becomes evident that in a short time the real cost of the item is several times the inventory figure on the books.

Many industrial managements, therefore, feel that the best way to eliminate these "hidden costs" of carrying items in stock is to buy only for immediate use and to allow the distributor to carry the stock. Obviously, a distributor can afford to maintain one complete stock for several hundred industries in his zone at a lower cost than the duplicated cost of every user carrying a stock for himself.

At one time the United States Steel Corporation made a study of its costs to carry these "undesirable items" of stock. They class as "undesirable" any article of supply or equipment, or any raw material, which does not "turn over" at least three times a year. That is to say, if they do not use within four months the whole of a lot of supplies, it becomes "undesirable" to stock so much.
found their costs to be:

Merchandise worth \$100 at the time of purchase costs \$37.50 to carry in stock for one year; \$84.50 carry in stock for one year; \$84.50 to carry in stock two years; \$143 to carry in stock three years; \$216 to carry in stock four years; and \$310 to carry in stock five years. Therefore, at the end of five years, merchandise worth \$100 at the beginning had really cost \$410 and ginning had really cost \$410, and, when used or liquidated, must be charged at that figure and not at the first cost of \$100.

In other words, the full cost of material or supplies cannot be determined until the goods are liquidated or used, because the first cost does not indicate items such as cost of storing and handling, record keeping, depreciation and obsolescence, damage and theft, and the value of the money tied up in inventory.

This great corporation, upon staring into the face of such a cost, altered its entire purchasing system. No one had guessed that a \$100 article, held twelve months before use, must go into the cost sheet at \$137.50. All the gains of buying in huge quantities, for the best price, proved to be imagination. Actually the "long price" for purchasing in broken lots would have cost less!

Much less is known as to the cost of carrying supplies in stock than should be common knowledge. Large concerns, in particular, have been under the impression that, because they consume large quantities of goods, it is cheaper for them to buy directly from the maker and in large volume and then to carry in stock against the future. They overlooked entirely the growing cost of carrying the goods. Cost studies, for one corporation after another these five years, have proven beyond question that this practice is both uneconomical and wasteful.

One searching study states the conclusion that:

The average cost of carrying a stock of supplies, not immediately needed, for twelve months amounts to 25 per cent of the original cost. It is composed of:

Poole or .	0/0
Storage facilities	1/4 1/4 1/4
Insurance	3/4
Taxes	1/2
Transportation for reshipping, etc.	1,6
Handling and distribution	2 1/4
Depreciation	5
Interest	6
Obsolescence and depreciation.	10
	25

After the first year, according to this investigation, depreciation alone equals 20 per cent a year; because, if not used within a year, much of the supplies become useless owing to changed requirements.

It is enlightening, in considering this subject, to have at hand the official NRA "method for determining reasonable costs" for merchandise warehouses. It

became effective on September 26.

This "method" for determining the "cost" for storing and handling merchandise outlines the following factors:

- A. PLANT EXPENSE.
  - 1. Rent, of property used for "stor-
- age."
  Depreciation on owned buildings.
  Insurance on buildings.
  Taxes on real estate.
  Repairs and maintenance of
- plant.
  6. Other plant expenses.
- B. ADMINISTRATIVE AND OPER-ATING.
  - ATING.

    1. Portion of executive salaries, general office expense, etc., allocated to "storage" costs.

    2. Watchman service.

    3. Taxes on handling and storing equipment.

    4. Other storage expenses.
- C. "HANDLING" OVERHEAD.

  - "HANDLING" OVERHEAD.

    1. Salaries of "handling" executive staff, office and other expenses.

    2. Payroll.

    3. Non-Productive labor, including idle days paid for, cleaning and vacations paid for, cleaning and general labor, undistributable labor.

    4. Insurance for payroll—public liability and workmen's compensation. Alse pensions.

    5. Depreciation on handling equipment.

  - ment.
    7. Power and light.
    8. Miscellaneous expenses.

Such a skeleton of the cost to hold supplies in stock makes one "stop, look and listen." It shows, without further argument, that the initial cost of the goods is but the beginning. Unless the supplies are used immediately, the cost of holding them goes on every day.

In viewing this skeleton of "cost accounting" it must be borne in mind that it makes no allowance for depreciation in the goods themselves, or obsolescence and damage, theft and other losses, interest on the investment, etc.

Periods of industrial activity, when the factory hums, tempt the purchase of large stocks of supplies and raw materials. The flair for "speculation" for the rise may be one factor; but, more probably, it is just man's inclination to follow the crowd. When things boom, it is easy to load up with goods. But, regularly, with a recession in activity, buying turns to small lots. Costs then are studied. Directors look with suspicion on a large inventory; and if the business recession continues as long as six months, these inventories are revalued and the excess investment is brought to light. Then follows the "adjustment of inventories"-with a blot of red ink on the profit-and-loss account.

#### Rules for Buying

S OME good rules for industrial buying are those of one manufacturer who has established the following principles:

- 1. Only those articles are to be purchased that will prove to be cheapest in the long run, both price and quality considered.
- Any source from whom we buy should be one that insures best possible service.
- 3. All deliveries should be carefully scheduled so as to keep our inventory at a minimum.
- All requisitions should be checked against engineering department's plans for factory changes, new models and designs, improvements in technique and simplification of our

Buyers of industrial goods are demanding, to a larger extent than ever before, service in the form of prompt delivery. As they get a better idea of the real cost of inventories, buyers finesse so as to compel the seller to carry the stock. The buyer wishes to avoid a heavy investment in parts and supplies.

This trend is increasingly evident. It compels the supplier to establish more and more warehouse stocks, either maintained by himself through a branch selling agency, through a public warehouse, or through some form of jobbing distributors. In some manner, the seller must provide fast delivery so as to enable the purchaser to hold down his inventory and at the same time never be stopped for lack of supplies.

Makers of industrial goods are giving more thought to their distribution, for these very reasons. Only by good service to their customers can they maintain their competitive standing. Dependable delivery, and allied services, are today quite as important as quality of the product.

#### Direct Buying

OF the fifty-two billion dollars of in-dustrial buying, two-thirds (65.66 per cent) is purchased directly from the makers. This percentage is high for the reason that machinery and permanent equipment, which run into large sums, can usually be bought only by going directly to the maker. No middleman or distributor is possible.

The reasons for direct buying may be summarized as follows:

- 1. An industrial user may be in position to purchase in large volume and be able to obtain lower prices from the supplier.
- 2. Many industrial materials are bought on the basis of longterm contracts for which dealing directly is essential.
- 3. Through centralized purchasing departments, industrial users are in position to purchase larger quantities than any middleman could supply from stock.
- 4. Some products are not carried in stock by middlemen or any type of distributor.
- 5. Buyers are able to obtain more reliable technical information when dealing directly suppliers.
- 6. Suppliers of goods which require installation service preer to deal directly with users.
- 7. Those buyers who use specifications or maintain standard-ized policies require uniformity of make and type of product purchased, and thus they can deal direct.
- The existence of reciprocal relations in buying and selling may make it necessary for industrial buyers to deal directly with manufacturers.

#### Buying Through Distributor

ALTHOUGH so large a percentage of goods is bought direct, there is still more than eighteen billions a year handled through some form of jobbing distributor. The big purchase, the longterm contract, and the large order, go direct. The day-to-day requirement, the odds and ends of emergency requirements, the item wanted once or twice a year, the fill-in order-these are filled by the local distributor.

Remember, too, that not all industrial buying moves in large units. In 1933, according to the Bureau of the Census, "more than half the manufacturing concerns in the United States either had no credit ratings, or were rated at less than \$5,000 by the standard financial rating reports." Such firms could hardly deal direct with suppliers of their wants. They are too small. They are judged not to be "worth while" for the salesman to call upon. Their orders, even if given, would be inconsequential.

They must buy through jobbing houses, which, as always with wholesalers, can sell profitably the poor credit close at home while the manufacturer at a distance can do so only at a sure loss. In-

deed, a most important service of the distributor is that he holds an ample stock of replacements within reach of the small customer whose order to a distant manufacturer would receive no attention In one sense, the industrial distributor "finances" the local industry, much a the local wholesaler supports the very life of a small retailer.

In the country are untold numbers of these distributors. Some 1,800 of them carry stocks of consequence, the value of their "warehouse inventory" averaging not less than \$90,000,000 in value. The existence of these stocks enables the local industry to buy in small quantities and reduces the amount of credit it requires to maintain the plant at running pace for tools and equipment as well as current supplies.

The most reliable figures as to the number of industrial jobbers are those compiled by the Joint Merchandising Committee. They report a total as shown in Table I.

Their 1,800 warehouse stocks occupy space in excess of 41,000,000 square feet, with an average value of \$90,000,000.

They are located, naturally, where industry is most dense. That means that, in a general way, industrial supply houses are most numerous in the manufacturing zones of New England and the eastern seaboard. But this is not the whole story. Such distributors make special effort to cater to the particular needs of any "industry" which predominates in a given territory. The oil-well regions have created centers for these distributors at unexpected spots, as have the lumber camps and coal mines and the copper mines; the textile mills of the new South have scattered distributors widely across the southern tier of States.

Their service is specialized. A distributor in Rhode Island will stock heavily with jewelers and silversmiths' equipment; one in Brockton with shoemakers' supplies and others in New England with requirements for the textile mills; not much of this equipment would be found with a distributor in Huntington, W. Va., who serves the coal mines, or with one at Phoenix, Ariz., who supplies the copper mines. Yet some supplies, such as electrical equipment or plumbing supplies, are required at all these centers.

Demand, within a particular territory, controls the type of industrial distributor, the stock he carries, and the nature of the expert technical service he main-

In our Table II is shown an analysis of the types of products handled by these

#### TABLE I

Industrial Distributors Classified According to the Character of Their Business

Industrial supply distributors exclusively	871
Hardware wholesalers with industrial supply departments	457
Plumbing and heating wholesalers with industrial supply departments	
Machine and tool wholesalers with industrial supply departments	
Specialty houses with industrial supply departments	
Contractors' supply houses with industrial supply departments	
Electrical wholesalers with industrial supply departments	
Automotive supply wholesalers with industrial supply departments	1.0
Total distributors handling industrial supplies	1,799

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TABLE II

Types of	Products	Handlad	haz	Industrial	Distributors

Major Group of Products	Industrial Supply Distributors (Exclusively) No. Handling	Hardware Wholesalers No. Handling	Plumbing and Heating Wholesalers No. Handling	Machine Tool Wholesalers No. Handling	Supply Houses	Miscellaneous Industrial Distributors No. Handling	Total Number Handling
Power transmission eqpt	524	98	18	19	34	31	724
gmall tools and supplies	571	267	114	43	42	27	1,064
Portable electric tools	462	247	77	49	49	30	914
Automotive supplies	121	170	13	15	15	27	361
Machine tools	367	244	55	70	35	21	792
Aviation supplies	56	22	3	8	6	12	107
power plant & pumping eqpt	403	74	115	19	36	24	671
Heavy hardware	457	238	17	11	25	31	779
Shon supplies	641	150	68	24	18	24	925
Electrical supplies	202	149	26	9	19	45	450
Materials handling eqpt	297	90	21	17	44	31	500
Plumbing and heating suppl	ies 209	136	188	5	15	20	573
Contractors' supplies	468	202	55	15	99	40	879

This table is based on information from only 1,325 industrial supply distributors out of the total of 1,799. The others, numbering 474, failed to give data sufficiently complete for inclusion in this table. . . . In order to compare this Table II with Table I an adjustment should be figured by adding about one-third, as an average, to the figures in Table II, although, of course, there is no assurance that the average would apply evenly. It probably would not.

distributors. This information does not cover the 1,799 distributors of Table I, because only 1,325 of that number furnished complete enough data for the compilation of Table II. Had all of the 1,799 given complete statements, the total under each heading of Table II would have been larger by one-third or more.

According to the NRA Code for the industrial distributors of the country an "industrial distributor" is defined as:

A wholesaler who sells to industrial consumers and other trade outlets, and who has, at least, the following facilities and services—

following facilities and services—

(a) An adequate investment.

(b) Storage space sufficient to carry the stock required in paragraph (e), below, and the facilities necessary for operating the same.

(c) A proper accounting system, sales, office, and delivery service.
(d) Regularly maintains salesmen in his territory to demonstrate

and sell the lines handled.

(e) Carries a sufficiently complete purchased stock of industrial tools, equipment, and supplies to meet the normal requirements of his territory.

(f) Assumes the credit risk of his sales.

From this definition it is seen that consigned stocks do not make a house a legitimate "industrial distributor," nor is a broker within the definition, nor a "sales agent" or "special representative." Inasmuch as they do not carry stocks, they are not "distributors." The "distributor" is a wholesale merchant who purchases industrial goods from the makers for resale to other manufacturers (and similar customers) within his territory. He is variously known as "Industrial distributor", "industrial supply house", "mill supply house", "supply and machinery distributor", etc.

The figures in our Tables I and II relate only to distributors who conform to this definition.

#### Why the Distributor Thrives

THE industrial distributor is growing. His business thrives in depression, because small-lot buying then increases.

He will, however, continue to expand,

as business revives. The reason: better knowledge of costs by everybody. Right and left, for concerns little as well as big, more attention has been given to costs since 1930 than ever before in our his-American industry will never retory. turn to the extravagance of 1925-1928, nor ever allow the wastes so general dur-ing the riotous "twenties." Hand-tomouth buying, as one result of this study of costs, will predominate for industrial supplies and equipment among the million-dollar concerns quite as much as among the \$5,000 fellows. Large purchases will of course be made, but-more extensively than we have ever knownhand-to-mouth buying will be adopted as a permanent policy for certain items and certain types of requirement. It is with us to stay; and, in industrial buying, this means to patronize the "distributor" rather than to deal "directly" with the source.

Surveys, undertaken by business groups already mentioned, reveal the reasons why industry buys from the "distributor." Very definite advantages are to be had. These advantages are listed in the following, in the order of their importance as stated by industrial buyers.

It is significant that among all the reasons given by these buyers for patronizing distributors, less than 1 per cent of the buyers so much as named "low price" as an advantage. Every advantage they did mention has a direct bearing on ultimate cost of the supplies bought but very little connection with the immediate market quotation. Dependable delivery, in their experience, is worth far more than a slice off the invoice!

The advantages, then, of buying through the industrial distributor are these:

1. The distributor gives immediate delivery from a local stock. This service is essential on the small-lot purchase; on orders for cut lengths of pipe or steel, rope either manila or wire, and a score of similar products; as well as for goods for which demand can not be anticipated, such as mechanics' tools and shop supplies, ladders and files, screw plates and tool accessories, valves and fittings, automotive replacements and electrical repairs. The transportation delay, if buying were from the manufacturer direct, might be disastrous.

Of the buyers interviewed, 94.8 per cent named this advantage as their reason for purchasing from the distributor.

 Distributors attempt to carry complete stocks. This service permits the customer to get along with a minimum inventory.

Many of the supplies wanted by an industry are made in such variety of styles and sizes that a factory would be foolish to stock up all the varieties it might need for emergency or even for expected demand three months ahead. Through consolidation of the supply at a distributor's house, the investment of any single customer is cut down. In the future this will be even more reduced. The resultant savings are real.

Of the buyers interviewed, 79.8 per cent assigned this as a reason for this mode of buying their supplies.

One of the surveys uncovered an unexpected angle. It was learned that too few industrial buyers make best use of their distributor. Very few of them tell their distributors, or give them any inkling, what their average or normal demand is for supplies such as they expect the distributor to have in stock. As a result the distributor fails to carry complete stocks of items required in the territory. In many instances, where the buyer complains that his distributor does not have the right items on hand, it is the fault of the buyer quite as much as of the supplier. The distributor is willing to carry the stock if he realizes there will be demand for it.

3. The distributor's service includes emergency deliveries to prevent costly shutdowns. Any reader can supply an illustration from his personal experience, and 71 per cent of those interviewed mentioned this advantage.

4. The distributor gives store-door delivery, thus saving transportation costs and costly delays. Fifty-two per cent remembered this benefit. It is hardly necessary to discuss it here.

5. The distributor's salesman has a superior knowledge of the user's maintenance and production needs, and provides valuable personal service. They

### Profit on the Up-Swing of Business . . .

-a HARING article

in the December issue of Distribution and Warehousing

"What has your warehouse done, within two years, to offset the rising payroll?"

"Have you discovered new kinks in management, or short-cuts in routine, or installed labor-saving equipment which has already produced economies?"

Questions such as these will be answered in the December Distribution and Warehousing, in which H. A. Haring will tell what he has learned during a fresh study of warehouse costs. This inquiry he directed to merchandise and household goods and cold storage executives and delivery service operators were not overlooked.

Read what others have learned to do during the lean years, and how they are prepared to profit from the up-swing in occupancy. Some have found office routine short-cuts which have repaid, manyfold, the investment. New supervision and planning within the warehouse have proven to be labor-saving improvements. New equipment has reduced the cost of operating the plant.

Does it interest you that one warehouse invested \$2,000 for a certain type of new equipment and then saw its monthly expenses go down \$300 or \$500?

Or that another invested \$1,200-\$1,500 and cut expenses \$200-\$300 a month?

Not one but many warehouses report installation of a single sort of equipment which has brought economies of this size.

Slight changes in office routine have so completely satisfied patrons that competitive quotations fall into deaf ears. Some of these office kinks are worth passing on to the industry. Or, when a warehouse has spent \$2,000 or \$3,000 to replace worn equipment and obsolete devices with modernized ones, its experience must be of general interest — especially when the monthly saving proves to be from \$160 to \$400. Your house may be thoroughly up-to-date and may require no such overhauling—yet Mr. Haring's story should be enlightening on the benefits of modernization.

The article does not suggest revolutionary changes. It aims to show merely what hard common sense has done for your competitors; how they have met the same conditions you face; how they have "taken care" of loyal employees through the terrible years of depression.

Read this illuminating fact-and-experience article by Mr. Haring—in the December issue.

often suggest short-cuts, improvements, economies, new conveniences, and the like. This superior sales service appealed to 46 per cent of the buyers.

6. Time and money are saved in the purchasing department and accounting department of the user. This is brought about by consolidating in one order to the distributors many times which, if bought direct from the maker, would require one order for each item. Time is saved in collecting and tabulating quotations, issuing purchase orders and maintaining office records to check delivery and invoice, actual check of these two, accounting procedure and paying the bills, and interviewing salesmen. Some 42 per cent judged this to be an advantage.

7. The distributor offers immediate catalog and price information. Over 36 per cent mentioned this point. Many items are purchased only at long intervals. To preserve and file, and then to be able to find, a manufacturer's catalog on a moment's notice is a task—or, if done, costs money for clerical work; whereas the distributor, through his knowledge of competitive products and comparative prices, is in position to assist the customer without delay.

8. Distributor service allows the user to purchase in small quantities. Although only 32 per cent named this benefit, it is probably the belief of 100 per cent. The advantage is so obvious that they neglected to refer to it.

9. The distributor carries repair parts of many kinds in a local stock. One dis-

tributor reports that he carries always in stock 1,207 items for such things as valve discs, chain hoist parts, and standard gear replacements. He fills 35 orders for these goods every week, nearly every one of which is marked "Rush."

10. Some distributors offer machine shop facilities. They cut to size, they thread pipe and steel, especially the large diameters which are beyond the user's tools. They can deliver on short notice unusual shapes of material, milled to the fractional part of an inch, the cutting of which by the user's own men might require hours of work and then be an approximation only of the desired dimen-

11. The distributor grants credit to the small as well as to the large buyer. Odd to observe, this advantage was named by only 4 per cent of the buyers. Such credit, however, speeds up the delivery and puts the small plant on a footing equal with the large buyer.

Boiled down, these advantages mean that the industrial buyer looks to the distributor for service in one form or another. Nothing stands ahead of prompt delivery.

And, as better knowledge spreads as to cost of replacements and supplies, the buyer is compelled to cut down his inventory of these items. They should not invest heavily in "undesirable" supplies or replacements. This trend can not be mistaken, for it is everywhere evident. It favors the increase of local warehouse stocks, belonging to the distributor or the

maker of industrial supplies, so set up that delivery is fast and the stock handled by a shipping department familiar with the goods. Only thus can the industrial buyer hold the inventory down and yet operate at high efficiency.

The fundamental advantage of the distribution of industrial supplies through "distributors" lies in the reduction of costs. Costs run constantly against operation of a plant. They cannot be short-cutted or shifted, they cannot be eliminated or reduced, except by holding the inventory low, because "hidden costs" upset all calculations which do not take account of the final, not the original, cost of an article.

Possibly the differing attitude of buyers, due to the size of their requirements, will become even more clear by the following outline:

- 1. Distributors are essential, but largely as a convenience.
- Distributors are essential on purchase of small lots but not on large quantities.
- 3. Distributors are essential so far as emergency wants are concerned.
- 4. Distributors are essential in a period of industrial depression.
- 5. Distributors are essential as an aid to hand-to-mouth buying.
- Distributors are essential to isolated plants, but not to plants in centralized manufacturing districts.
- 7. Distributors are essential to small plants but not to large ones.

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## Merchandise Authority Presses the Administrative Features of Code

Groundwork Having Been Prepared With NRA Approval, the Trade's Governing Group Plans Now to Deal With Industry's Disturbing Competitive Practices

By WILSON V. LITTLE

Secretary, Merchandise Warehousing Trade Code Authority

THE fifth bi-monthly meeting of the Merchandise Warehousing Trade Code Authority was held at Chicago on Oct. 10 to 14 inclusive. All members of the Code Authority and its other official personnel were in attendance at this five-day session.

This meeting differed from those previously held in that the Code Authority was able to give practically all of its time and thought to matters relating to the Code itself and not to measures involving what might be termed the mechanics of NRA routine. In previous meetings much time had to be consumed in dealing with such matters as the Code Authority by-laws, Code Authority budget, basis of contribution, termination of exemption granted in Administrative Order X-36, cost method for the Trade, all of which had to be put in shape for approval by the National Recovery Administration before effective administration of the Merchandise Warehousing Trade Code could be expected. During the months that have gone by all of these matters have been taken care of through NRA approvals, and the members of the Trade have been advised with

At this meeting in October, therefore, the Code Authority was in a position to concentrate its attention on administrative procedure from now on.

#### The Marginal Operators

Without exception, each Regional Code Authority member stated that the members of the Trade as a whole in his Region felt that the Merchandise Warehousing Trade Code is to a great extent attaining its purpose and what was con-templated by the National Industrial Recovery Ast so far as the Merchandise Warehousing Trade is concerned. There are very few members of the Trade, apparently, who are willing to give up the Code. There are still some members of the Trade who are not participants under the Code, more in some Regions than in others. However, the great majority of the bona fide public merchandise warehousemen of the country have long since been provided with their Certificate of Participation numbers and with the Merchandise Warehousing Trade Code

Eagle. It remains now to bring under the Code marginal operators of one kind or another who do some merchandise warehousing for a consideration and smaller operators in the smaller cities who have been slow in recognizing their obligations under the Code.

In the case of one or two larger distributing centers there has been a disposition on the part of some members of the Trade there to repulse the educational effort thus far used in procuring Code compliance.

Formal complaints are being filed with all NRA State Compliance offices in cases where this informational procedure has met with little or no cooperative response from members of the Trade.

At this meeting the Code Authority gave a great deal of thought to appraising the effectiveness of Code administra-tion to date in each of the ten Regions and the methods being used by the respective Regional Code Authority member in handling all matters originating in his respective Region and relating to the Code. In this connection, machinery had previously been devised for handling trade practice complaints through a practice complaints committee, which committee was to consist of the members of the Code Authority. While this meeting was in progress, word was received from the NRA at Washington that this trade practice complaints committee procedure had received NRA approval. From now on, therefore, the Merchandise Warehousing Trade is in a position, such as it has never been in before, really to have industry self-government and effectively to deal with bad competitive trade practices which, since the advent of the National Industrial Recovery Act, can be handled by Trade members as violations of our Code of Fair Competition. Very shortly, members of the Trade will be furnished with copies of this trade practice complaints committee procedure which NRA has approved for our Trade.

As usual, the Code Authority was called upon at this meeting to deal with matters relating to tariff structure and rate-making technique, many of which have been considered at other meetings and covered in "Bulletin No. 5," dated Aug. 29, subject, "Rules and Regulations Relative to Tariffs."

The Code Authority's committee on cost accounting and trade practices was in session contemporaneously with the Code Authority, and from its deliberations some new Code Authority rulings developed on such much-discussed topics as "average" rates, "tonnage" rates, "volume" rates, "commodity" rates, etc. These rulings will shortly be published to all members of the Trade.

In this connection, also, it may be said that the Code Authority has approved a set of Handling and Storage Package Rate Tables which reflect the package rate tables now to be found in tariffs from many sections of the country.

#### Transportation Agencies

The voluntary warehousing operations of transportation agencies, including marine terminals, continue, of course, to be somewhat of a problem so far as Code administration is concerned. However, these warehousing operations are an integral part of the whole transportation picture nationally, and progress must necessarily be slow in attaining the relief which members of the Trade have for years been seeking with respect to unfairly competitive warehousing practices of transportation agencies. Nevertheless, steps are being taken and some advance is being made in that direction. Acting upon request, the Code Authority has appointed a committee to compile tariffs of warehousing rates which may be suggested for application at North Atlantic, South Atlantic and Gulf ports. It is thought that present differentials which exist between ports should be retained, but that there should be a general increase at all ports in warehousing rate levels of transportation agencies.

It is probable that under the auspices of the Interstate Commerce Commission or the Federal Coordinator of Transportation, the tariffs produced by this committee will furnish the basis for discussion at conferences, in the near future, of all parties furnishing voluntary warehousing services at the ports.

## Other NRA Code Developments

(Washington Bureau stories are by James J. Butler unless otherwise indicated)

#### Recovery Administration Is Considering Consolidating Warehouse and Truck Codes

(Concluded from page 5)

allied or related trades with a view to greatly reducing the number of codes, it will be readily realized that the plan has, in principle at least, the sanction of the recovery administration.

The saving in administrative costs, all of which must be borne in the first instance by industries operating under codes, is the objective sought by NRA in its program of consolidations.

If the separate autonomy of the Household Goods Storage and Moving Industry is destroyed it will be a distinct victory for the Trucking Industry, recalling the spirited battles of the American Trucking Associations, Inc., and the National Furniture Warehousing Association which began in the pre-code era. The truckers were insistent during those days that the N.F.W.A. and the code committee which succeeded it as a sponsor were not entitled to a separate compact but should be brought under the motor transportation pact either by merger or in a supplemental code.

Led by Mr. Kennelly, the furniture movers gained their point, but the two codes were drafted with a provision which led to the situation which may result in reverting to the program originally advanced by the truckers. This is the clause which provided that, pending a later hearing to definitely determine the question, furniture moving trucks which obtain not more than 10 per cent of their revenues from general haulage would be exempt from the Trucking Code.

After several postponements that hearing came on Sept. 12 and was marked by renewal of hostilities between the two groups. Deputy Administrator Clark presided at the meeting, which was held in this city.

By resolution, presented through Secretary Ralph J. Wood, the temporary Code Authority for the furniture movers, asked that trucks which earn at least 51 per cent of their revenues from transporting used household and office furniture be exempted from the trucking code. Others in the Trade asked that the figure be placed variously at points between 50 and 70 per cent.

The national Code Authority for the trucking industry, with Chairman Ted V. Rodgers leading the attack, responded with a request that all motor freighting for-hire be considered subject to the jurisdiction of the trucking Code.

The discussion was enlivened by L. L.

Ballison of the American Institute of Warehousing, a Brooklyn group of 84 firms, who protested the invasion of truckers into the furniture storage and moving business and promised to carry his objections "to the Supreme Court of the United States, if necessary."

Chairman Rodgers attacked the "impracticality" of segregating vehicular transportation as between types of commodities carried, declaring less than one-half of one per cent of those transporting property by vehicles derived 90 per cent of their revenues from transporting furniture.

"The terms of the two Codes with reference to labor provisions are dissimilar," he argued. "If those engaged in this type of transportation were required to observe one set of labor provisions as to hours and wages when transporting other commodities, and a different set of provisions when transporting household goods, the observance of these differences would produce varying scales of compensation and varying and mixed schedules of hours which would be simply impossible of application.

"The situation resulting would be ridiculous and would cause the failure of the labor provisions of both Codes," he warned.

Chairman Kennelly replied with equal vigor:

"There is more to this business of the code than just mere registration of the trucks. There is more to it than sending out arrest slips for non-compliance. Any code that depends upon that alone will fail-as it should. The only real success that will come to any industry is to know its members. . . . the broad view that only with labor conditions improved can there be any real benefit to the industry, and that the filing of tariffs is for our protection and benefit and not to our disadvantage. All of this can only be accomplished by keeping a trade (as we ask that ours be kept) together as a unit under the Government of those in the Trade."

#### H. H. G. Temporary Authority Reappointed Pending Election of Permanent Group by Ballot

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

THE fifteen members of the temporary national Code Authority for the Household Goods Storage and Moving Trade, whose term of office was to have expired originally on Aug. 17, were reappointed by NRA in October to function pending approval of the personnel

of the Trade's elected permanent national Authority.

Ballots for the electing of the permanent national Code Authority went out from Chicago early in October to the eighty-four executives comprising the fourteen Regional Administrative Boards earlier chosen by operators within the Trade. Twenty-six warehousemen had been nominated for the permanent Authority, and the Regional Administrative Board members were to vote for fourteen of the twenty-six.

Late in October no announcement had been made by the temporary Authority, with headquarters in Chicago, regarding the result of the mail elections. It was stated that only approximately threefourths of the eighty-six ballots had been received there.

#### Facts Sought as to Quantity Discounts and Brokers' Fees

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

QUANTITY discounts and customs house brokers' fees, two controversial subjects in the Merchandise Warehousing Trade, were scheduled for discussion at a public hearing here on Oct. 29, but NRA cancelled the hearing and announced that further information would be sought before the two questions will be put up to the industry for consideration.

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The Trade's national Code Authority, in pursuance of a mandate of the Code, made regulations on both points and submitted them to members of the industry. Leaders in the Trade have taken opposite views on both subjects and a controversy has raged as to whether the Authority's views correctly reflect the sentiment of the industry and the intent of the approved Code.

The hearing, arranged and formally called by NRA only to be cancelled by an order issued on Oct. 25, was to consider whether the following regulations should be approved or rejected:

"Quantity Discounts: No tariff shall provide for discounts on monthly billings because of volume or other reasons, such allowances being in violation or Article XI, Paragraphs 2, 4 and 10 of the Code."

"Customs House Brokerage Fees: No commissions shall be paid by warehousemen to a customs house broker on merchandise when fees are already charged by him as a customs house commission broker, such commissions being in violation of Article XI, Paragraphs 2, 4, and 10 of the Code."

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#### Newly Announced NRA Policy Against Price-Fixing Not Affect Warehouse Codes

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

THE declared policy of reorganized THE declared policy of recognized to ban price-fixing from Codes of Fair Competition promises no change in the operations of the compacts governing the Trucking, Merchandise Warehousing, Refrigerated Warehousing and Household Goods Storage and Moving

These Codes, it is pointed out, were drawn in harmony with the attitude of the Recovery Administration and do not attempt to fix rates. While cost formulae application, prohibitions against service below actual cost, restriction against rendering service at less than the lowest reasonable cost of efficient operation, and other devices for coping with chiseling and unfair competition, may seem to savor of price-fixing, examination will reveal that they lack the elements necessary to bring them within that category. Even though the practices might border definite rate-making in some instances, they would be excusable, authoritative sources say, for the reason that these trades, especially trucking, are generally considered to be "affected with a public interest" and might be regarded quasi public utilities.

In the trucking Code, members of the trade are prohibited from filing or applying rates "insufficient to meet the cost of the service to be performed." This, it will be observed, is a prohibition against any individual operator performing a service at a price that does not meet his own cost, but it does not fix a general level of price that must be adhered to by all members of the Trade.

Section 2 of Article VII, dealing with

"Rates and Tariffs," says:
"Rates and tariffs charged by each for hire member of the Industry shall be sufficient to meet the cost of the service to be performed except such lesser rate as may be approved by the appropriate Code Authority permitting such for hire member to meet the rates and tariffs of a competitor outside the Industry.

"Costs shall be determined in accordance with a cost formula to be established by the National Code Authority with the approval of the Administrator as hereinafter provided. If the appropriate State or Regional Code Authority shall find, after hearing, that a schedule of minima for rates and tariffs filed by any for hire member of the Industry provides rate or rates insufficient to meet the cost of the service to be performed, it may suspend such rate or rates and shall require the filing of a schedule of minima for such rate or rates sufficient to cover the cost of such service."

The trucking cost formula was approved by the national Code Authority in September and submitted to NRA for

In the Code for the Merchandise Warehousing Trade it is declared to be an unfair trade practice not to charge an "adequate" rate for each and every service rendered. The Code continues:

"Such adequate rate or charge shall not be less than the lowest reasonable cost of the most efficient and lowest cost operator in the locality for the type of service for which the rate or charge is operative. Such reasonable cost shall comprehend fair and reasonable rates of pay to labor and include all other items of expense and overhead as determined by cost-accounting methods recognized in the Trade and approved by the Code Authority, subject to the approval of the Administrator. Such reasonable cost may be approved or modified in conformity with the meaning of this Section by the Code Authority after due notice to and hearing for the members of the Trade in the locality, subject to review and modification by the Administrator."

This insures against service below cost by applying as a yardstick the costs of efficient operation found to exist in the locality concerned, but it does not attempt to fix arbitrarily a minimum price, and does not touch the subject of maximum.

The Household Goods Storage and Moving Trade pact deals with the price situation under "Trade Practices," viding for filing of open price schedules. It requires:

"Such schedules shall provide a return for each service listed at least equal to the sum of the wages necessary under this Code and to compensate the direct labor required to perform such service and all items of expense and overhead required by the cost-accounting methods established for the Trade by the Code Authority and approved by the Administrator."

This requirement being met, the operator is held no further on the matter of prices, nor is he guaranteed against price competition beyond that which is

insured by the above paragraph.

The most recently approved Code in this group, which is that of the Refrigerated Warehousing Industry, contains a direct prohibition against price-fixing. Section 4 of Article VII declares:

"No member of the Industry shall enter into any agreement, understanding, combination or conspiracy to fix or maintain rates, nor cause any member of the industry to change his rates by the use of intimidation, coercion, or any other influence inconsistent with the maintenance of the free and open market which it is the purpose of this article to

#### Region 2 Elects Advisory **Group Under Merchandise** Code to Back Compliance

AN advisory committee to assist and advise Warren T. Justice, Philadelphia, Region No. 2, Member of the Merchandise Warehousing Trade Code Authority, in obtaining Code compliance, has been elected by the Region No. 2 members of the Trade.

This committee comprises members of the Warehousemen's Association of the Port of New York and the New Jersey Merchandise Warehousemen's Association, together with executives not affiliated with either organization. Its functions will include influencing operators to subscribe to the Code and to file tariffs are provided for in the NRA pact.

The chairman of the committee is W. Clive Crosby, president Fidelity Ware-house Co., New York City. W. J. North-up, president Lackawanna Terminal up, president Lackawanna Terminal Warehouses, Inc., is vice-chairman. The secretary is S. J. Steers, vice-president North River Stores, Inc., New York. The other members are F. S. Shafer, president Newark Central Warehouse Co., Newark, N. J.; Eno Campbell, vice-president Cambell, Steere Hebelsey J. J. dent Campbell Stores, Hoboken, N. J.; George K. Boyce, treasurer Wm. R. Boyce & Son, Inc., New York; Elwood W. Ford, vice-president Baker & Williams, New York; F. J. Angers, New York Dock New York; F. J. Angers, New York Dock Company, New York; H. E. Ward, Bush Terminal Company, New York; G. J. Moffatt, Harborside Warehouse Co., Inc., Jersey City; W. E. Hegeman, Terminal Warehouse Company, New York; and C. E. Holtz, president Greenpoint Terminal Corporation, Brooklyn.

At a meeting of the merchandise and cold storage groups of the Massachusetts Warehousemen's Association on Oct. 16 a committee was created to initiate organization of an advisory committee, similar to the one at the Port of New York, to cooperate with Charles E. Nichols, Boston, Region No. 1 (New England) member of the Merchandise Warehousing Trade Code Authority.

The group designated to organize the advisory committee includes Samuel G. Spear, treasurer Wiggin Terminals, Inc., and E. W. Cobb, president Fitz Warehouse & Distributing Co., both of Boston.

#### NRA and AWA to Decide on Problem of Code Status of State, Federal Warehouses

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

HE legal departments of the National Recovery Administration and the Agricultural Adjustment Administration have agreed to consider and decide the moot question as to whether municipal and State and Federal warehousing operations are subject to code control.

This question will be determined with particular application to operations under a proposed NRA-AAA code for the Cotton Compress and Warehouse Industry. However, it is conceded that the considerations which will decide whether a publicly operated enterprise must subject itself to the same operating conditions and restraints as a private business, are the same whether the business is that of cotton warehousing or general merchandise storing.

The question was raised at a hearing last month when the Cotton Compress and Warehouse Industry presented a proposed Code, defining a "Member of the Industry" as "any person, municipality, State or Federal agency and their sub-

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sidiaries engaged for hire in the business of warehousing and/or compressing cot-

A. Lane Cricher, Washington attorney for the Merchandise Warehousing Trade Code Authority, attended the hearing to put on record, as satisfied with the definition, the New England warehousing group for whom he appeared specially.

H. Gordon Kenna, representing the South Carolina Warehousemen's Association, reported that there were about fifty commercial warehouses in his State which would be subject to the Code, and about 2,000 State warehouses which will not be under its control unless the definition was written into the pact as drawn. If the publicly-owned operations were not to be brought in, the others might just as well retire from the business, he commented.

"You might just as well have no code at all if you are going to exclude the municipal and State warehouses," A. L. Reed of Dallas, added.

To dispense with prolonged discussion, Sydney B. Goldman, of NRA's legal staff, announced that both Administrations would consider the question in all of its aspects and render a decision.

Although frequently raised in the past, not only in the warehousing codes—merchandise, cold storage, and cotton—but also in connection with other industries, neither NRA nor AAA has up to the present given a final ruling on this problem.

#### NRA Has Made No Ruling as to Whether H.H.G. Tariffs Are to Apply Retroactively

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

WHETHER operators of household goods warehouses are required to apply their filed tariffs to existing contracts is a "debatable question," according to Assistant Deputy Administrator F. R. Bell, and is one which will not be decided until it is referred to NRA by the Trade's national Code Authority.

The Recovery Administration denied reports that a ruling had been made to the effect that members of the Household Goods Storage and Moving Trade who negotiated contracts prior to Sept. 1 must carry them out as written, irrespective of tariffs filed subsequent to that date. Neither has NRA issued an order that the warehousemen may refrain from applying the tariffs retroactively.

Members of the Trade are now filing their tariffs under the Code. Many have expressed concern about whether they will be compelled to apply the new, and probably in many instances higher, rates to goods already long in storage.

This question was extensively discussed at the Trade's meeting in Chicago in June, and the consensus was that such retroactive application would be decidedly unfair to customers and should not be required.

Mr. Bell entertains no positive opinion on this question and declines to render a decision unless, and until, the national Code Authority asks one. Until such time, NRA is inclined to consider the matter one for interpretation by the Code Authority; and it seems, therefore, that the views of that group will ultimately determine the question.

However, should an interested party raise the question that rates must be applied retroactively, assuming the Code Authority rules otherwise, the specific question of whether the Code is being violated will go to the Recovery Administration.

If this happens and NRA follows the analogy of decisions already rendered on labor questions, the filed tariffs will prevail. It has been stated that the terms of a contract between an operator and his employees are superseded by a written provision of the Code and the contract is subordinated.

Mr. Bell agreed that different considerations might govern the question of a private contract between an operator and his customers and inclines to the view that the Trade will prefer to allow existing bona fide contracts to remain undisturbed

#### A Committee to Consider Complaints Is Set Up by Merchandise Warehousing

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

ATRADE practice complaints committee to act as liaison between the Merchandise Warehousing Trade and the Recovery Administration has been selected by the Trade and approved by NRA.

The personnel comprises the ten regional members of the Trade's national Code Authority—Charles E. Nichols, Boston; Warren T. Justice, Philadelphia; Clem D. Johnston, Roanoke, Va.; Elmer Erickson, Chicago; W. A. Morse, Minneapolis; Frank M. Cole, Kansas City, Mo.; G. K. Weatherred, Dallas; James F. Duffy, Denver; O. C. Taylor, Seattle; and W. E. Fessenden, Los Angeles.

The committee sits as a board to demine, in the first instance, whether the act of a Trade operator is a violation of the fair trade practices section of the Code. Its functions include also that of studying the needs of the industry with reference to additional fair trade provisions.

### Refrigerated Code Under Supervision of Straus

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

I MMEDIATE supervision of the Refrigerated Warehousing Industry's operations under NRA has been given Robert K. Straus, former special assistant to General Hugh S. Johnson, and son of the American Ambassador to France.

This announcement came coincident with a statement from the recovery administration that Mr. Straus had been made a deputy administrator. Before joining NRA he was a practicing attorney.

#### Wool Storage Problem in Boston Apparently Certain of Solution

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

AS a result of the protest by Boston, Mass., warehouse operators againg the storage of wool in untenanted buildings there, an application has been filed by the Wool Trade for exemption from the Merchandise Warehousing Code.

The National Recovery Administration fixed Oct. 23 as the final day for filing facts, information, suggestions or objections to the proposal, but meanwhile it was hoped that an adjustment could be reached which would be satisfactory to both the Merchandise Warehousing Trade and the Wool Trade, thus to obviate need for amendment to warehousing's Code. At all events, the wool storage situation seemed certain of final settlement, either through amendment of a declaration by NRA as to the applicability of the warehousing pact.

The suggested compromise, which was worked out by representatives of both Trades at a meeting in Boston, would make the issuance of warehouse receipt the determining factor. Anyone engaged in the wool business would be permitted to store without coming under the warehouse Code unless the plan of storage was one in which the goods were warehoused and a receipt issued to the owner. In the latter event, it was considered, the storer would be operating in a for hire capacity, in competition with other warehousemen, and should be subject to the same Code control.

The National Wool Marketing Corporation, a Government-financed entity similar to numerous other commodity surplus relief agencies, has millions of pounds of wool in storage in Boston in buildings not operated under the warehousing Code, while much space in privately owned warehouses flying the Blue Eagle is vacant.

#### NRA Approves Personnel of Fair Practice Committee of Cold Storage Authority

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

THE National Recovery Administration has approved the personnel of a fair trade practice committee created by the national Code Authority of the Refrigerated Warehousing Industry. Its members are:

Harry C. Herschman, president Terminal Warehouses of St. Joseph, Inc., St. Joseph, Mo.; William J. Rushton, president Birmingham Ice & Cold Storage Co., Birmingham, Ala., and president Association of Refrigerated Warehouses; Earle E. Hess, treasurer United States Cold Storage & Ice Company, Chicago; and William A. Sherman, vice-president Merchants Ice & Cold Storage Co., San Francisco.

All are members of the national Code Authority, of which Mr. Herschman is chairman. SING'S

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The principal function of the group ill be to make a study and recommendaons to NRA concerning trade practices which, in the members' opinion, should be de a part of the Code.

#### NRA Announces Personnel of against Permanent Code Authority or Domestic Freight Group

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 157 National Press Building.

A PERMANENT national Code Authority for the Domestic Freight Forwarding Industry, whose Code of Fair Competition has been in effect for ten months under a temporary Code Authority, was approved on Oct. 20 by the National Recovery Administration.

The selections indorsed by the Administration for service are:

W. A. Bade, International Forwarding Company, Chicago; W. G. Bernet, Na-tional Carloading Corporation, New York City; T. A. Bradley, Acme-Atlas, New York City; E. H. Dillhoefer, Na-tional Carloading Corporation, New York City; I. J. Kelleher, Kelleher Carloading & Distributing Company, Chicago; R. J. Liebenderfer, Universal Carcago; R. J. Liebenderter, Universal Car-loading & Distributing Company, New York City; W. J. H. McEntee, Acme-Atlas, New York City; F. N. Melius, Universal Carloading & Distributing Company, New York City; J. E. Sheldon, treasurer Sheldon Transfer & Storage Co., Inc., Holyoke, Mass.; L. J. Springmeier, Springmeier Shipping Company, St. Louis.

#### **Further Permanent State** Truck Code Authorities

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

DERSONNELS of further State Code Authorities under the trucking industry's Code are announced by the Recovery Administration. They included those of New York City and District of Columbia, both of which are considered as States for administrative purposes. The additional list follows:

Arkansas — Robert Black, manager Black
Transfer Co., Eldorado. J. Montague Williams, secretary Arkansas Warehouse Co.,
Fort Smith. B. C. Rotenberry, Little Rock.
H. A. Tune, Little Rock.
Connecticut—John W. Connelly, vice-president Hartford Despatch & Warehouse Co.,
Inc., Hartford. Bryant C. Edgerton, president Park City Warehouse Co., Bridgeport.
Everett J. Arbour, Hartford. Sharp Moosop,
Bridgeport.
District of Comments.

District of Columbia—W. E. Humphreys, president Jacob Transfer Co., Inc. Arthur Clarendon Smith, secretary Smith's Transfer & Storage Co., Inc. Francis J. Kane. P. J. McDermott. William Park. Arthur L. Lowe. Florida—W. J. Leonard, secretary Fire-proof Storage Warehouse, Inc., Miami. Bur-lon H. Schoepf, Collier Terminal, Tampa. John E. Britt, Jacksonville, L. A. Raulerson, Jacksonville.

Indiana—E. J. Buhner, Seymour. D. G. Moran, Indianapolis. Claude G. Meyers, Anderson. George W. Person, Indianapolis.

Kansas—E. H. White, president Topeka Transfer & Storage Co., Topeka. D. E. Sauder, Wichita. F. R. Petty, El Dorado. W. E. Cox, Kansas City.

Kentucky—W. L. Stodghill, treasurer Fire-proof Storage Co., Inc., Louisville. D. A. Cros-by, president Union Transfer & Storage Co., Lexington. Arthur Tabb, manager Tabb Storage Warehouse & Freight Transfer Line, Louisville. C. H. Gutermuth, Louisville.

Maine—Olen A. Butler, Auburn. Guy F. Dunton, Portland. Lincoln E. Clement, Portland. Linwood E. Porter, Portland. Ivan K. Bemis, Bangor. Stanley Sawyer, Milo.

Bemis, Bangor. Staniey Sawyer, Mino.

Minnesota—Floyd Raymond, Raymond
Bros. Transfer Co., St. Cloud. B. Capretz,
owner Austin Transfer Line, Austin. E. H.
Sherman, secretary Livestock Haulers' Association, South St. Paul. Earl Swain, Minneapolis. L. W. Schirmer, Minneapolis. Alton
D. Johnson, South Minneapolis.

Massachusetts—Harold B. Church, Boston. Frank Flanagan, West Roxbury. Frank I. Hardy, Boston. Joseph Mooney, Springfield. John H. Smith, Boston. Allan J. Wilson,

Michigan—H. H. Hardy, secretary Fire-proof Storage Co., Lansing, and secretary Michigan Furniture Warehousemen's Asso-ciation. John F. Ivory, president John F. Ivory Storage Company, Inc., Detroit. Adolf Bazant, Detroit, president Michigan Motor Transport Association. James B. Godfrey, Jr., Detroit. Edward G. Rice, Detroit. John Vander Jagt, Grand Rapids.

Missouri—S. J. Cashel, operating executive Columbia Terminals Company, St. Louis. Walter F. Boggeman, St. Louis. Harry Dale, Kansas City. William T. Hensiek, St. Louis. Ewald Toedbusch, Wentzville. George A. Witzofsky, Joplin.

Nevada—H. E. Stewart, secretary Nevada ransfer & Warehouse Co., Reno. L. N. nderson, Gardnerville. Kirk Cornwell, Elko. S. Ginocchio, Reno. Roy Haslett, Reno.

New Hampshire—Harold L. Barnard, H. P. Welch Co., Concord. William B. Hanson, Gilsum. W. J. Lynch, Concord. Albert J. Yeaton, Epsom.

New York City—Lawrence Ge Rosa, Ge Rosa Haulage & Warehouse Corporation. Hugh E. Sharidan, Sheridan & Duncan. Joseph F. Whelan, Jos. F. Whelan Co. William F. Banks, Motor Haulage Company, Brooklyn. George W. Daniels, United States Trucking Corporation. Joseph I. Frank, Frank Motor Lines.

New York State—Frank S. Gottry, president Gottry Carting Co., Inc., Rochester. C. T. Villa, Frontier Food Terminal, Buffalo. Duane Clark, Syracuse. C. G. Mooney, Yonkers. F. J. Shortell, New York City. A. K. Ainley, Binghamton.

A. K. Ainley, Binghamton.

North Dakota—Homer E. Dixon, secretary Kedney Warehouse Company of North Dakota, Inc., and vice-president Union Storage & Transfer Co., both in Grand Forks. Nels Goeson, manager Dakota Transfer & Storage Co., Minot. Joseph Greenstein, manager Greenstein Transfer & Storage, Jamestown. E. A. Ward, Fargo. Erick Rosedahl, Lisbon. Rhode Island — Clifford J. Cawley, East Providence. George Holley, Wakefield, William R. Harrall, Providence. Clarence H. Lull, Central Falls, John R. Maloney, Providence. George E. Bannett, Providence.

Ok'ahoma—Doane R. Farr, Clinton Trans-fer & Storage Co., Clinton. Evans A. Nash, Oklahoma Citv. B. H. Megginson, Tulsa. T. W. Eason, Enid.

T. W. Eason, Enid.

Pennsylvania—Buell G. Miller, president Miller North Broad Storage Company, Philadelphia. Joseph Garner, owner Central Storage & Transfer Co., Scranton. Harry E. Boysen, secretary Philadelphia Drayage & Express Corporation. Philadelphia. Edward Gogolin, Scranton. Edward McGrady, Pittsburgh. W. D. Rubright, Harmony.

Texas—L. C. Abbott, manager Fort Worth Warehouse & Storage Co., Inc., Fort Worth. Harry Leonard, president Merchants Transfer & Storage Co., San Antonio, F. G. Dorsey, owner Patrick Transfer & Storage Co., Houston. Harry E. Stewart, Houston, W. M. Dewey, Houston, T. H. Heard, Refuglo.

Utah—Arthur Burton, Hyrum T. Johnston, homas O. Leaver and George A. Sims, all Salt Lake City.

Virginia—C. Fair Brooks, secretary Brooks Transfer & Storage Company, Inc., Rich-mond. Harry G. Mundy, president Mundy Bros. Transfer Corp., Roanoke. R. K. Carter, Richmond. F. A. Bristow, West Point. E. T. Gressham, Norfolk. Harold J. Byrd, Temper-

West Virginia—W. B. Crawley, owner W. B. Crawley Transfer, Clarksburg. H. Brown McGrew, treasurer Maler Sales & Storage Co., Huntington. Harry D. Stuart, president Try-Me Transfer & Storage Co., Huntington. J. H. Smith, Charleston.

Wyoming-Roscoe S. Brown, Worland.

Worth Garetson, Medicine Bow. Sev Pederson, Landor. V. B. Weaver, Casper Severn

The Maryland, New Jersey, Ohio and Wisconsin permanent State Code Authority personnels were announced in the October Distribution and Warehousing.

#### NRA Issues Explanations and Interpretations for Truck Group's Guidance

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

NTERPRETATIONS of a number of provisions contained in the trucking code and explanations to guide the trade with reference to several questions heretofore unsettled have been given the national Code Authority by NRA.

Included are problems pertaining to the labor and wage provisions with definitions of what constitutes a driver, skilled labor, manual labor, dispatcher, rate clerk and other classifications; bases for computing overtime work; and treatment of existing contracts which are contrary to Code provisions.

The questions presented to the Recovery Administration and the answers made, are as follows:

Question: What is the definition of "dispatcher?"

Answer: A dispatcher is a person whose principal duties consist of the routing of vehicles and the checking of the movements of such vehicles and freight, and who may, incidental to the above duties, prepare freight bills, manifest shipping orders, bills of lading or other written memoranda or receive or dispatch freight where no manual work is performed.

Question: What is the definition of "rate clerk?"

Answer: A rate clerk is a person whose principal duties are the application of rates and tariffs to the commodities handled, the preparation, estimation, or correction of such rates and tariffs, the quoting of such rates and tariffs to shippers and prospective shippers.

Question: What is meant by "manual

Answer: "Manual work" is rough designation for any form of work wholly or chiefly of a physical character.

Question: What is a managerial or

executive position?

Answer: A managerial or executive position is one in which the person holding such a position is responsible for directing, conducting, supervising or governing a portion of the affairs of the business or of its employees. No driver, helper or other employee as such, may be considered exempt from the hour provision of the Code by reason of the fact that he may incidentally perform some executive or managerial duties.

Question: What are the definitions of (1) drivers; (2) skilled labor; (3) unskilled labor; (4) helpers to drivers; (5) helpers to skilled employees?

Answer: (1) A driver is a person whose primary or principal function is responsibility for the operation or manipulation of the motive power of a vehicle, including that of any animal-drawn

(2) Skilled labor is that type of labor which requires special knowledge, expertness, ability derived from experience or other qualifications involving special aptitude or capacity for the works performed, and includes such employment as: rigger, mechanic, body builder, carpenter, cabinet maker, and other labor similarly involving the above requisites.

(3) Unskilled labor is that type of labor which does not require special knowledge, expertness, ability derived from experience or other qualifications involving special aptitude or capacity.

(4) Driver's helper is one employed on the vehicle whose duties consist of the labor necessary in the loading or unloading of the vehicle, and who, in addition, may occasionally aid or assist the driver by relieving him in the labor involved in the operation or manipulation of the motive power of such vehicle, including that of an animal-drawn vehicle.

(5) A helper to a skilled employee is one assigned to assist an employee engaged in the performance of skilled labor.

Question: If an employee other than a driver or his helper on a vehicle works less than the maximum of 48 hours in any one week, may he be permitted to work a corresponding number of hours in excess of 48 the following week, at normal rates of pay, so long as the average does not exceed 48 hours per week?

Answer: The weekly number of hours for employees other than drivers and their helpers on vehicles, and other than clerical workers (excluding rate clerks and dispatchers), may be averaged over any consecutive three week period with a maximum of 54 hours in any one week, but with overtime at time and one-third for all hours worked in excess of 8 hours in any one day, or 48 hours in any one week. Consequently the hours worked in excess of 48 in the following week will have to be paid for at time and one-third.

#### Union Agreements

Question: If the Code overtime rate of one and one-third is greater than the overtime rate specified in an existing agreement with a union organization, which overtime rate will be effective, the contract rate or that specified in the

Answer: Members of the industry must comply with the Code; hence the Code rate of overtime of time and one-third must be paid for all hours in excess of the maximum hours specified in the Code.

Question: What basis shall be used in computing overtime for drivers and their helpers on vehicles?

Answer: The Code requires overtime for drivers and their helpers on vehicles for those hours worked in excess of 48 in any one week, except in case of emergency demand falling under Section 5.

Question: Do the Code provisions for maximum hours applying to "persons engaged solely as watchmen" supersede provisions for watchmen in any State law?

Answer: No persons employed solely as watchmen shall be permitted in any event

#### Trucking's National Code Authority Personnel

The following executives were elected members of the permanent national Code Authority for the Trucking Industry at the first annual meeting of the American Trucking Associations, at Chicago in October:

Class 1			
Common Carrier	Region No.	Name	City
	11	C. S. Reynolds	Tacoma, Wash.
	4	H. D. Horton	Charlotte, N. C.
	6	Frank C. Schmidt	Toledo, Ohio
Class 2			
Contract Carrier			
	3	Ted V. Rodgers	Scranton, Pa.
	3 7	J H. Alphin	Eldorado, Ark.
	9	J. E. Murphy	St. Paul, Minn.
Class 3			
Cartage			
	2	Fred O. Nelson, Jr.	New York City
	2 5	W. L. Stodghill	Louisville
	10	F. D. Shufflebarger	Albuquerque, N. M.
Class 4			
Other For-Hire			
,	1	Frank Flanagan	Boston
	8	F. R. Petty	El Dorado, Kansas
	12	R. B. Thompson	San Francisco

Two of the twelve are warehouse executives—W. L. Stodghill, treasurer Fire proof Storage Co., Inc., Louisville; and F. D. Shufflebarger, president Shufflebarger Transfer & Storage Co., Inc., Albuquerque. H. D. Horton is secretary of the North Carolina Truck Owners' Association.

to work in excess of 56 hours in any one week or 6 days in any 7-day period. If any State law specified a lower maximum hour provision for watchmen than that stated in the Code, the Code provisions shall not supersede the State law.

Question: When a labor agreement antedates the effective date of the Code and provides for a work-week for drivers and their helpers on vehicles in excess of 48 hours without overtime but with overtime payments required following the normal work-week specified in the labor agreement, will it be necessary to pay the employees involved time and one-third for hours in excess of 48?

Answer: All hours for drivers and helpers on vehicles in excess of 48 in any one week except in cases of emergency demand as provided in Article V, Section 4, paragraph 5, are to be compensated for at the overtime rate as specified in the Code.

Question: If the duties assigned to an employee place him within two or more classifications, what wage scale is applicable?

Answer: The wage scales applicable to an employee engaged in work involving two or more classifications shall be determined in the proportion to the approximate percentage of time spent in each classification.

Question: If an operator has his main office or operating base in Canada or Mexico and carries on trucking operation in the United States, will his employees be governed by the labor provisions of the Code?

Answer: If an operator has his main office or operating base in Canada of Mexico and carries on trucking operations in the United States or its possessions, his employees will be governedly the hour and wage provisions of the Cole insofar as the time of employment is spent in the United States. The wag scale applicable to the employees of sudoperators shall be that scale required of the area in the United States in which the service begins; or if the service originate in Canada or Mexico and terminates in the United States, the wage scale that applicable will be that required at the point of entry into the United States.

Question: If the existing labor agreement between employees and employe specifies both a higher wage and a greate number of weekly work hours than thoust build in the Code, must the employer abide by the wage and hour provisions of the Code; and if so, how?

Answer: (Hourly provisions) The enployer must not work his employees is excess of the maximum hours stipulated in the Code. (Wage provisions) A. If the employee is paid on an hourly basis, the hourly rate of pay is to be increased in as to produce an adjustment in accordance with paragraph 6, Section B, of Article V, of the Code. B. If the employee is paid on a weekly or daily basis, the wages for the week or day are to be adjusted in accordance with paragraph

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#### Trucking Industry's Permanent National Code Authority



Left to right—seated:W. L. Stodghill, Frank C. Schmidt, Charles P. Clerk, (NRA Deputy-Administrator); Ted V. Rodgers (who was chairman of the temporary Code Authority), J. H. Alphin, H. D. Horton; C. S. Reynolds. Standing: Frank Flanagan, Fred O. Nelson, Jr., Frank Shufflebarger, F. R. Petty, James E. Murphy, Roy B. Thompson, Edward S. Brashears (general counsel), Robert K. Carter (treasurer), Edward F. Loomis (secretary).

6, Section B, of Article V, of the Code. Section B-6 of Article V of the Code does not prohibit agreements between employees and employers arranging the rate of pay, so long as the agreement does not provide for longer hours than allowed in the Code or operate to nullify the minimum wages or the equitable adjustment provisions of the Code.

Question: With reference to Article V, Section A, paragraph 7, what employees are intended by this section to be exempted from the maximum hour provisions of Section A, Article V?

Answer: By the provisions of Article V, Section A, paragraph 7, the following employees are exempted from the maximum hour provisions of Section A of Article V of the code: (a) All employees engaged in a mangerial or executive capacity who receive \$35 per week or more in the North, or \$30 per week or more in the South. (b) All solicitors who perform no manual work; that is, who perform no work which is wholly or chiefly of a physical character. (c) All station managers who are intermittently employed. By "station managers who are intermittently employed" is meant those whose principal duties consist of direct-

ing the movement of freight and vehicles and the directing of the personnel with the jurisdiction of the station under their management, but whose duties do not require continuous hours of service. (d) Persons engaged solely as watchmen shall not be permitted to work in excess of 56 hours in any one week nor more than 6 days in any 7-day period.

Question: Paragraph 2, Section A, of

Article V, refers to payment of overtime wages to employees "for all hours worked in excess of 8 hours in any one day, or 48 hours in any one week." What factors determine the use of these two bases of payment of overtime wages?

Answer: If an employee other than those driving vehicles and their helpers works in excess of 48 hours per week, he is to be paid for all time over 48 hours in that week, or for the daily overtime hours beyond 8 in any day if those overtime hours exceed the number of overtime hours over 48 in that week at one and one-third times the normal rate. If such employee works 48 hours in any one week but during that week exceeds 8 hours in any one day, he is to be paid for all time over 8 hours in any one day at one and one-third times the normal rate.

#### Trucking Code Authority Begins Its Drive Against Alleged Member-Violators

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

AUNCHING an intensive drive to re-Quire compliance with the trucking Code, the national Code Authority for the Industry took 32 complaints under advisement in the first week of October, with the likelihood that many of them would be sent to NRA with a request for action.

The alleged violations cover a broad field, including failure to register; violation of the labor provisions; failure to abide by minimum rates filed; and failure to file rates.

A complaint was received from the Maryland Code Authority against a coal hauler who was accused of violating Articles V, VI and VIII of the Code, pertaining to hours of service and rates of pay, registration and rates, and tariffs, respectively.

The complaint was accompanied by an affidavit from an employee who charged he worked twenty-two consecutive hours

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with only two hours off for sleep and onehalf hour off for meals. Another time, the employee stated, he worked thirtyfour hours consecutively, with only four hours intervening for sleep. The employee stated his wages amounted to \$12 a week.

The Oklahoma State Code Authority mailed in nine complaints. Most of these were for violation of Article VI, failure to register. The legal division is now reviewing these cases, and it is expected several of them will warrant prosecution. After a careful check by the legal division they will be transmitted to NRA for action.

The Kansas State Code Authority reported sixteen complaints. In several cases it was requested that the national Code Authority delay legal action until proper notice of assessment due was mailed to the respondents. All the cases received from the Kansas Authority will be reviewed and prepared for action as soon as the proper notification is received at the NCA office.

Several informal complaints were filed with the Compliance Department pertaining to contracts with Government departments. These complaints immediately were brought to the attention of the liaison officer of NRA and now are in the hands of the Government Contract Section for action.

One of these complaints was received from the Kentucky State Code Authority, stating a member of the industry had accepted a Government contract at a rate below that which he had filed with the State Code Authority. This is a violation of the certificate of compliance, which states that the party signing the contract is complying with and will continue to comply with the code or codes to which he is subject.

Two complaints were received from Ohio stating unregistered members of the industry were holding contracts for Government work.

The Vermont State Code Authority informed NCA that an express company which had continuously refused to register under the Code did so immediately on receipt of a registered letter containing the notice of failure to register and assessment due under the Code.

The District of Columbia also reported favorable results from the issuance of notice of failure to register and assessment due under the trucking Code, these notices having been sent by registered

--- Н. М. М.

#### Truck Code Labor Provisions Supersede Prior Contracts

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

W HERE an existing contract between a trucking company and its employees conflicts with the labor provisions of the approved Code for the trucking industry, the Code controls, L. J. Martin, Chief of the Compliance Division of NRA, has ruled.

The question was presented to Mr. Martin by the State Compliance Director in St. Louis, Mo. A Missouri firm has an existing labor agreement which provides for an hourly rate of \$1, which is well above the minimum wage, and an hourly maximum of 60. The compliance director presented the question:

Does the entire agreement both as to hours and as to wages supersede the Code provisions?

Mr. Martin answered:

An employer is forbidden by the trucking Code to permit employees to work in excess of the maximum hours provided by that pact.

#### Trucking and Underwriters Are Cooperating to Solve Cargo Insurance Problems

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

THE national Code Authority for the Trucking Industry has been assured of cooperation by the Inland Marine Underwriters' Association in coping with the problem of cargo insurance.

Representatives of the two groups met recently in New York City and the truckers were told the increasing unwillingness on the part of underwriters to handle cargo insurance arising from the fact that too many operators are using defective equipment, that long haul drivers operate their vehicles at excessive speed, and that bills of lading have not been standardized.

The underwriters have agreed to provide reliable statistics covering loss experience; proportion of losses borne by various classes of risks, such as hi-jacking, fire, theft, etc.; and the causes and losses experienced. They will provide also memoranda covering the measures which the Trucking Industry should inaugurate to reduce cargo insurance rates.

#### Kansas City Warehousemen Protest Against Storage Policy of Relief Agencies

THE Kansas City Warehousemen's Association has appealed to the Merchandise Warehousing Trade Code Authority to protest to United States authorities against the practice, by Federal relief commissions, of renting distress space for storage of relief supplies at a time when Kansas City warehouses are, according to a resolution adopted by the association, only 50 per cent occupied and are amply able to take care of all commodity relief supplies.

The Kansas City association purposes that "instructions immediately be issued" by the Government "to discontinue the present method of storage and hereafter to insist that all relief agencies for distribution of relief commodities make use of storage facilities of public warehousemen operating under the Code of Fair Competition for the Merchandise Warehousing Trade."

The resolution adopted was sent also to A. Lane Cricher, Washington counsel for the Trade's Code Authority.

#### "Drive-Ur-Self" For-Hire Operators Held Subject to Trucking Industry's Code

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

"DRIVE-UR-SELF" operators who rent and lease motor trucks for compensation to others and agree to maintain and furnish trucks so leased are included within the definition of forhire members, Division Administrator Leighton H. Peebles has advised trucking's national Code Authority. This interpretation followed presentation to NRA of the following inquiry by the Authority:

"Certain companies known as 'Drive-Ur-Self' operators receive compensation indirectly for the transportation of property of others by vehicles in that: the business of these companies is that of renting and leasing motor trucks to individuals and firms; the customer pays for the use of the motor vehicle on a net weekly or monthly charge, and in addition thereto, a mileage charge based upon the number of miles the vehicle is operated by the customer; the companies, under their agreement, maintain and repair vehicles leased by them to others.

"Do these companies fall within the definition of for-hire members of the Trucking Industry, as contained in Article II, Section b, Subsection 5, of the

Code?"

The Administration was asked to rule on the question after concerns in various cities had disclaimed connection with the for-hire trucking trade, declined to register, and refused to be bound by the terms of the pact.

All advisory boards of the Administration were in agreement on the inclusion of this type of operation within the trucking Code, but the Consumers' Advisory Board suggested that steps be taken to provide the "Drive-Ur-Self" industry with a code of its own. Such a compact has been drafted and filed with NRA but has not been the subject of a public hearing to date.

#### Trucking Authority Sets Up Machinery to Cover Exceptions Under Code Article IX

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

MACHINERY has been set up for action on applications to be exempted from Article IX, Section 1, of the trucking Code. This section deals with preparation and use of freight bills, bills of lading, shipping orders, and other written memoranda in the transportation of property by motor truck.

Instructions have gone out to State Code Authorities giving them wide latitude in making determinations on this section, which will be binding unless and until the national Code Authority disapproves. Operators seeking to be exempted from the requirements of Article IX, Section 1, will file their applications with their State Code Authority.

The State group will consider, in the first instance, whether compliance under this section would create a hardship because of the nature of the business; whether the granting of an exception would create an unfair situation in comparison with other members of the industry; and whether the type of business carried on by the applicant is such that non-observance of this section would not destroy the proper administration of the Code.

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The State Code Authority, in its discretion, may ascertain whether an exception should be granted in full or in part. In some cases modification of the effect of this section might be the appropriate remedy.

The instructions provide that the State Code Authority will be empowered to approve such applications for exception when they believe an exception is appropriate under the facts.

A complete record of each application and all pertinent information submitted to the State group will be forwarded to the national Code Authority. Decisions of the State Code Authority with respect to any such exceptions shall be binding from the date of issuance, subject to approval by the national Authority.

#### Industrial Recovery Board Approves Rules Governing Trucking Rate Complaints

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

RULES and regulations to govern State Code Authorities in making formal inquiry into the adequacy of rates and tariffs filed by members under the trucking Code have received the approval of the National Industrial Recovery Board and are now in effect, providing for the first time the machinery for review of alleged violations of this Code section. In substance, the rules provide:

The State Code Authority shall notify the member complained against when a complaint as to the insufficiency of said member's rates is filed with the Code Authority.

When notifying the member complained against, the Code Authority shall supply him with a copy of the Code, the cost formula and the rules and regulations.

The member then is given opportunity of refuting the complaint, within seven days, or submitting new schedules of minima rates, prior to the holding of a public hearing.

If the evidence submitted by the member does not refute the complaint, or if the member does not submit new schedules of minima rates, the Code Authority shall call a public hearing, giving not less than ten days' notice.

Findings of the Code Authority are to

Findings of the Code Authority are to be based on cost information furnished by the respondent in the cost formula provided for in the Code, together with any other evidence pertinent to formula or complaint. The findings are final unless appealed by any party to the complaint. Either complainant or respondent in a rate case may appeal to the National Industrial Recovery Board from the findings of the Code Authority.

The procedure for the conduct of hearings is practically the same as that followed in public hearings held by NIRA except that the presiding officer shall be a member of the national Code Authority rather than a representative of NRA.

#### Wisconsin Code Amendments Affect Filing of Tariffs

A NUMBER of amendments to the Wisconsin Merchandise Warehousing, Household Goods Store and Furniture Moving Trades, were approved on Sept. 29 by Governor Schmedeman and became effective on Oct. 3 with their publication.

The amendments provide that each member of the Trade shall file with the State Code Authority, either individually or in a Trade agreement, a schedule of bona fide minimum rates and charges, and no member is permitted to charge below such minimum rates. Rates formulated may not be higher than the reasonable representative cost, nor lower than the cost of the most efficient and lowest cost operator, in the locality for the type of service for which the rate or charge is operative.

Another provision specifies that no employee shall be dismissed for making a complaint or for giving evidence regarding a violation; another provides for the setting up of an impartial agency to collect, receive, tabulate and compile information deemed confidential, for use among members in the industry, without disclosing the source.

The original pact provided that "an individual firm or corporation deriving over 10 per cent of his or its total revenue from furniture moving is, for the purpose of this Code, a 'furniture mover.'" The amendment strikes this qualifying statement from the text.

#### Trucking Group Sets Up Its Industrial Relations Board

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

AN industrial relations board for the trucking industry has been created with the sanction of NRA. Its members are:

Allen W. Wilson of Boston, William G. Fitzpatrick of Detroit, and S. J. Cashel of St. Louis, representing the operators; and Fred Tobin and Thomas P. O'Brien of the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers Union, representing the employees.

The board will endeavor to adjust differences arising under the labor provisions of the trucking Code. Where this is found to be impossible, disputes will be referred to the National Industrial Relations Board.

S. J. Cashel, mentioned in the foregoing, is operating executive of the Columbia Terminals Company, St. Louis.

#### A 90-Day Experimental Cost Formula for Truck Industry Approved; Effective Oct. 26

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

CULMINATING several months of negotiation between the national Code Authority for the trucking industry and NRA, a cost formula to measure the adequacy of filed rates and tariffs was approved, effective Oct. 26 but with the provision that it shall be operative only for 90 days unless extended by an administrative order.

The Code Authority is instructed to watch its operations closely and report to the Administration, not later than 60 days from its effective date, on the wisdom of continuing it as approved, or of amending it.

"I believe," said Division Administrator Leighton H. Peebles, "it should be recognized that this is an experimental attempt to determine costs in an industry which heretofore has been notorious for its lack of knowledge of proper operating costs."

In the formal order of approval the NRA Board said:

"This formula has been designed to enable each member of the industry to present in a uniform and practical manner the costs incurred in the conduct of his trucking operations so that when a member's rates are questioned, the State Code Authority may have the proper evidence on which to reach a decision as to whether such rates are sufficient to meet the cost of service to be performed."

The numerous objections to the cost formula made by NRA advisory boards, including the charge of "price fixing" voiced by the Consumers' Advisory Board, prompted Division Administrator Leighton H. Peebles to submit a written explanation of his recommendation for approval.

"It is my opinion," wrote Mr. Peebles, "that the industry member should be permitted to present his own depreciation experience in the cost formula rather than be required to adhere to an arbitrary schedule for depreciation which may be entirely foreign to his operations. The depreciation schedule published by the Internal Revenue Bureau is not arbitrary but merely issued as a guide to indicate what that Bureau considers as normal. Vehicle depreciation is allowed based on the experience of the enterprise reporting and is only questioned where it is obvious that the depreciation allowance is excessive.

"The suggested requirement that a member include in the cost formula an amount for insurance, regardless of whether or not such insurance was catried, was contained in the original draft of the cost formula. This provision was objected to by various Advisory Boards on the basis that such requirement resulted in the establishment of arbitrary or fictitious costs, and was constantly eliminated in the revised draft. It will be noted that Section B of the formula contains a provision that where particular types of insurance are not carried

by a member, losses incurred through lack of such insurance may be included in the cost formula and spread over a period of years.

".... The acting deputy does not agree with the statement by the Consumers Advisory Board that the Code Authority is engaged in fixing rates by reason of the language in Paragraphs 6, 7, 8, 12 and 16 under 'General explanation.'

"Price-fixing implies the establishment of specific charges applying more or less generally to members of an industry or to natural groups or classes thereof. This cost formula does not fix rates; it determines what the members' operating costs are, from which the Code Authority may determine whether the rates charged are sufficient to meet the cost of the services performed under such rates. The sufficiency of a member's rates is based on his own individual costs without relation to what the rates or costs of any other member of the industry may be. This cost formula will be used by a member only when his rates are questioned through a complaint filed with the State Code Authority.

"In using the costs of other members of the industry conducting similar services under similar conditions, to indicate to a member who has incomplete or no cost figures, whether or not his rates are sufficient, the Code Authority is not engaged in fixing rates. Such action merely shows the member who cannot furnish his own cost figures what his cost would approximate in order that his minima rates will be sufficient to cover such approximate costs. Unless this or some other similar method is used a member desiring to evade the rate provisions of the trucking code could do so by merely stating he had no cost figures.

"The suggestion that wage compensation for an owner be eliminated from this section is not concurred in. Ownerdrivers comprise a substantial portion of the membership of the trucking industry. To permit such individuals to file minima rates based on costs which do not include an amount for their own compensation would be to offer such ownerdrivers an opportunity to cut rates below those of other members of the industry not similarly situated. This would operate to put a penalty on the man who must employ labor in his operations and would not be conducive to fair competitive practices."

Mr. Peebles rejected the suggestion that items of solicitors' salaries and expenses, commissions, advertising and traveling expenses be deleted.

"The trucking industry," he argued, "is a service rather than a manufacturing industry. Its mobile character and the fact that a considerable portion of this industry is of an anywhere-for-hire nature makes solicitation and advertising essential. It should also be considered that the trucking industry is a highly competitive one, and advertising and solicition expenses are more of a legitimate and necessary operating cost than might be the case in a monopolistic industry."

In operation over publicly used highways, truckers are subject to the possibility of loss and damage, and for this reason Mr. Peebles rejected a Board suggestion that legal expenses be not considered a part of cost.

With reference to the maintenance of idle equipment, he said:

"It is true, of course, that units of equipment are idle at various times but only for very short periods. Furthermore, during those idle periods the opportunity of making extensive repairs such as overhauling, etc., which could not be done when the vehicle was in daily service, is resorted to. Because of the very short periods during which equipment is idle, there is usually no expense connected with maintaining it in the same condition that it was when it became idle."

The requirement that an item be included to cover insurance whether or not insurance was carried, was rejected during conferences and for that reason no comment on the protest of one Board on this point is necessary, the Division Administrator stated.

Corporation taxes were included as a legitimate item of expense, over the objection of one Board.

In his conclusion, Mr. Peebles said:
"I have carefully reviewed and analyzed this cost formula and while it is realized that its practical application in the field may develop many defects in its structure, I believe it should be recognized that this is an experimental attempt to determine costs in an industry which heretofore has been notorious for its lack

of knowledge of proper operating costs.

"I accordingly recommend that this cost formula be approved for a period of 90 days and that the national Code Authority for the trucking industry be instructed to secure and maintain a proper check on its application in the field, and, within 60 days of the effective date of the order of approval, report to the National Industrial Recovery Board on such changes and modifications therein as seem necessary or desirable in the light of its utilization during that period."

## "Cost of Service" versus "What Traffic Will Bear" in Trucking's Rate-Making

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

If the principle of "what the traffic will bear" is ever substituted for the "cost of service" idea in establishing rates for the trucking industry, a serious hardship would be imposed for the reason that many customers would be driven to the establishment of their own transportation systems, in the opinion of Carl F. Jackson of the rates and tariff division of American Trucking Association.

This conclusion was reached after analyzing the tariffs filed with the national Code Authority and sitting as an observer at hearings being conducted by I.C.C. on the application of Class 1 railroads for permission to increase their rates. The truckers' tariffs are, by force of Code provision, predicated upon "cost of service," while the rails employ the principle of "what the traffic will bear," Mr. Jackson points out. His reactions to both systems are set down in the following prepared statement:

"In any discussion of regulation of the trucking industry, one of the principal questions involved is the method by which rates shall be determined. There are two more or less conflicting views as to the proper approach to a rate structure for trucking. The Code provides for a cost-of-service basis. Rate-making for the railroads by the I.C.C., and in some instances for trucks by State regulatory bodies, subscribes to the value of service theory or 'what the traffic will bear.'

"This important factor should not be omitted from consideration of the relative values of opposing types of regulatory requirements. A few large carriers, favored with a highly diversified volume of traffic, numerous customers and a variety of service performed, are in position to adjust rates to pacify large shippers or reduce rates on certain commodities or for particular services, thus passing compensating increases on to other commodities so as to bring to the individual carrier a reasonably satisfactory rate on total traffic handled.

"One of the best examples of the inequality of and opportunity for application of the value-of-service theory by rail carriers, as compared to members of the trucking industry, is reflected in the proposals for variances in increases in rates contained in the Advance Rate Case, exparte 115, now pending before the I.C.C. This clearly demonstrates their attitude and the possibilities of increasing rates where they feel complaint from shippers will not be strong, thereby enabling them to continue already existing disproportionately low rates or even to establish other reduced rates. We are sure it is not necessary to list in detail any of these many reduced rates or the inequality in ratings between commodities, lengths of haul, etc., established by the rail carriers.

"The perusal of a considerable quantity of schedules submitted by individual members of the trucking industry leaves no doubt as to the hardship that might be brought upon thousands of individual truckers if, in the administration of their rates, they were obliged to conform to rates adjusted on a basis of 'what the traffic will bear.'

"Schedules filed by members of the industry indicate that the mass of industry members do not operate in a sufficiently broad scope to get very far away from the more direct application of the cost basis. Irrespective of the imperfections of the rate methods they may now employ, these truckers and a substantial portion of the industry they serve, through length of performance, have become so accustomed to these rate methods that it would be well to consider what commotion and dissatisfaction might result from the setting up of mandatory rate provisions, even if varied according to such groupings as could be determined from any

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"The shipper, it must be remembered, has a definite leverage over the truck operator to prevent his rates from straying too far from cost of service. As soon as trucking rates become inordinately high, the shipper begins to think about putting on his own equipment and transporting his goods in his own vehicles. Undoubtedly, if, through the action of any regulatory body, trucking rates are jacked up arbitrarily, the for-hire industry is bound to suffer.

"There may justly be some uncertainty as to the extent to which it will be possible for Code Authorities, using the cost formula, to be able to allocate a member's trucking costs to some of the intricacies of services of the larger types of operation, i. e., with respect to distinctions between commodities, divisions of inter-city runs, variable factors such as outbound versus return loads, load factor and territorial distinction. These more substantial types constitute so small a portion of this vast for-hire industry that this fear loses much of its potency. It is believed the cost formula can be applied to the operations of a large majority of mem-bers of the industry. Its application in connection with more complicated situations has been left, to a substantial ex-tent, in the hands of State Code Authorities for adaptation in the most practical way under the particular circumstances.'

-James J. Butler.

#### Jersey Icemen-Movers Being Driven Out of Business

WITH the cooperation of State and local authorities—police, health and motor vehicle—James E. Mulligan, Newark, State Director of New Jersey's Household Goods Storage and Moving State Recovery Code, is having success in eliminating chiselers from the moving business.

Icemen and other small truck operators who have been picking up a few dollars transporting household goods are being checked, the health authorities agreeing with Mr. Mulligan that health is menaced. In several instances the State motor vehicle department has supplied him with uniformed motorcycle officers to ferret out violators. And the Newark City Commission has enacted an ordinance prohibiting icemen from moving household goods.

The motor vehicle authorities have aided also in preventing farmers from using their trucks as moving vans.

Meanwhile the State Directors of various industries' pacts have united behind a movement to have the next Legislature again enact a Recovery Act. Such a measure offered at the September session failed to pass. Senate and Assembly members who voted "No" on the bill, and those who announce themselves as against State codes, will be political targets of the State Code Directors and of the New Jersey Conference of Trade Associations.

-L. T. Bolger.

#### Would Place D. of C. Trucking in South

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

THE Jacobs Transfer Co., Inc., operating both in Washington, D. C., and Baltimore, has asked NRA for a public hearing on the question of classifying District of Columbia trucking as in the southern area, which permits more liberal labor provisions.

Trucking's Code names the States which shall be considered in the South and provides that all others shall pay the higher wage fixed for the North. District of Columbia, although considered a southern State in many NRA pacts, was left out of the South in trucking's Code.

#### Van Helpers on Fremises Must Be Paid During Idle Periods

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

VAN men and helpers employed by operators under the jurisdiction of the Household Goods Storage and Moving Trade must be paid for the entire period they are required to be on the premises of the employer and available for work at his request, NRA has ruled.

The question was raised by the State NRA Compliance Director in Detroit. A Michigan operator employs van men and helpers at the union wage scale, which is above the minimum Code wage. The men have been kept continually busy but it is conceivable, says the Compliance Director, that sooner or later there will be certain idle periods during the day. The employer has offered the men the opportunity of working in the warehouse during these off-periods at less than the union scale, but at more than the minimum Code wage. The employees have refused to perform this work, and NRA has sustained the workers in the following interpretation:

"NRA has consistently ruled that employees who are required to be on the employer's premises during certain hours of the day available for work must be paid for the entire time they are on the employer's premises subject to the employer's call for work."

#### NRA Approves Procedure for Handling Labor Exemptions Under Truck Industry Code

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

NRA has approved rules to govern action by State Trucking Code Authorities on applications for exemption from the labor provisions of the Code.

The Administration also has prescribed rules for handling the applications for exemption from labor provisions to meet seasonal demands involved in the moving of perishable agricultural commodities.

The adoption of these rules and reg-

ulations and this procedure provide an alternative method whereby petitions for exemption from the labor provisions of the Trucking Code may be presented to the State Code Authority concerned in the first instance rather than the former method of the holding of a public hearing in Washington. This plan, while not compulsory, will result in a considerable saving in time and money, it is believed, on the part of the members of the industry requesting petitions for necessary exemptions from the labor provisions. It is felt also that this plan of handling petitions materially will expedite such problems.

Two forms of exemptions are referred to, the first being the procedure to be followed when requesting an exemption from any of the provisions of Article V, except paragraph 5 in Section A. This paragraph refers to emergency and seasonal demands and movements of perishable goods or seasonal crops. Exemptions from this paragraph are to be filed in accordance with the terms of the procedure especially drawn to cover such situations. Petitioners are required to submit to the State Code Authority concerned twelve copies of their petition and all factual information in support of the petition. The State Code Authority will then make its investigation.

In the case of exemptions requested from provisions other than those of paragraph 5, Section A, of Article V, formal recommendations on the petition will be forwarded to the national Code Authority. Recommendations on petitions covering seasonal or emergency demands or involving movements of perishable goods or seasonal crops are to be forwarded to the office of the national Code Authority with the formal recommendation of the State Code Authority concerned and are to be retransmitted by the national Authority to the National Industrial Recovery Board for its action.

In order that no time may be lost in the handling of exemption petitions, it is requested that State Code Authorities make certain that any petitions filed under either of the two forms comply with all of the provisions of the rules and regulations and the procedure.

—H. M. M.

#### NRA Authorizes Return of Part of Pre-Code Expenses of Three Trucking Groups

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

THE three trade associations whose combined effort resulted in trucking's Code of Fair Competition will receive slightly more than one-half the amount they expended to accomplish this result, through an administrative order published by NRA on Oct. 26.

The associations and the amounts they expended are the Federated Truck Associations of America, Inc., \$6,830.36; American Highway Freight Association, Inc., \$13,967.02; American Trucking Associations, Inc., \$38,972.01.

In the treasury of the national Code Authority, representing collections made prior to the date its budget was approved, and allocated to the costs of creating a pact, is \$31,581.36. When the budget was approved by NRA, a provision was made that none of the funds thereafter collected should be used for pre-code expenses. For that reason, only \$31,581.01 is available against the \$59,769.39 which was not returned to the associations. This will be pro-rated among the three on the basis of the proportion the claim of each holds to the total amount distributable.

Provision has been made to obtain a final release from each association although they are not paid in full, with the understanding that if funds are available later, additional payments will be made to them.

#### Rowan Urges that Complaints Be Fewer and "Air-Tight"

THE fewer complaints made to NRA compliance offices, the greater likelihood of getting definite action on the ones filed, according to J. F. Rowan, Denver, executive secretary of the Colorado Transfer and Warehousemen's Association and executive secretary of the Region No. 12 Administrative Board under the Household Goods Storage and Moving Trade Code set-up.

His opinion suggests an interesting slant on a question which nearly every division of the industry is now asking every day in the week—how to get action through compliance officers? He has made a study, through experience, and proffers some constructive thoughts:

"Our idea is to turn in only two or three household goods complaints per week—and to make all of them 'airtight' cases. This is enough to 'keep the ball rolling' and not so many that the compliance office will get disgusted. We have to remember two things in regard to compliance offices.

"First, that they were established to help industry help itself, not to serve as policing agencies. As I see it, the recent apparent change in Government policy on price-fixing is merely an attempt to put this phase of code operation back into the hands of the individual industries, where it belongs. The Government can't do everything for us.

"The second point is this: compliance offices have only so many men and they can only handle so much work. The fewer jobs we give them, the better work we can expect on each one.

"I know of one industry which made more than 100 complaints at one time to the Colorado compliance office. Many of them were based on little more than rumors, and most of the others weren't properly detailed and attested to. Naturally, the compliance office couldn't give a lot of time to such material. And, the industry complained because they didn't get speedy action.

"We're working on the idea of quality rather than quantity. We feel that a few 'air tight' cases, well prosecuted, carry a lot more general 'weight' with the industry than a lot of faulty prosecu-

tions. If we make examples of a few flagrant violators, the milder ones will 'come around' without legal compulsion.

"The farther we can get through real cooperation rather than compulsion, the better pleased we are. The man who is convinced of his past mistakes through proper reasoning is a lot more desirable member of the industry than the one forced to comply. But, the most important thing of all to consider is the fact than enforcement is our own problem as an industry—not that of the Government except as a last and final measure."

-L. S. Flint.

#### Problem of Drivers' Sleeping and Waiting Hours Studied by Employer-Employee Committee

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

A BI-PARTISAN committee to study the question of paying the trucking industry's drivers and helpers during "sleeping" and "waiting" hours has been approved by the National Industrial Recovery Board.

Representing the employers are Robert W. Barnwell, president Barnwell Warehouse & Brokerage Co., Burlington, N. C.; Ernest S. Wheaton, Indianapolis, treasurer Aero Mayflower Transit Co.; and John W. Morrison, Akron, Ohio. Representative drivers and helpers are Thomas F. O'Brien and Edward J. Tracy, both of Washington, D. C., and D. J. Murphy, St. Louis.

Appointment of this committee is responsive to instructions given the industry in Article V of the Code.

About 20,000 of the industry's 850,000 truckers and helpers engage in over-theroad hauls, which the committee will study. During overnight trips, one usually sleeps while the other drives. It is the question of payment to the driver not on duty which will engage the attention of the committee, as well as remuneration to drivers who have long waiting periods while a load is being assembled.

-George H. Manning.

#### Behler Succeeds Clark on Trucking Code Authority

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

THEODORE F. BEHLER has been appointed Administration member of the national Code Authority for the trucking industry, succeeding Charles P. Clark, now a Deputy Administrator of NRA in charge of the trucking Code.

Mr. Behler had been connected with the American Automobile Association for eight years, during which he had been manager of the Florida division and also of the District of Columbia division.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

#### Petty Decides to Remain a Member of Region 13 Board

WALTER E. PETTY, secretary of the Pacific Transfer Co., Spokase, Wash., informed Distribution and Workhousing under date of Oct. 23 that he had reconsidered his resignation, as nounced in the October issue, as a member of the No. 13 Regional Administrative Board (Idaho, Washington and Orgon) under the NRA set-up of the Household Goods Storage and Moving Trade. In explaining his decision in continue as a member of the Board, Mr. Petty said:

"After due consideration and numerous letters back and forth from Ray Chapin [Portland warehouse executing who has been designated by the Tradel temporary national Code Authority is conduct the election of the Board's pesonnel], I have decided that the least can do is to remain on the Board and do my part to the best of my ability."

Mr. Petty added that it was methorough any intention to shirk work that he decided to resign but because he felt he was giving about all the time he could to NRA and association activities. But: "Our mutual friend, Mr. Chapin has convinced me I still can do something for the household goods industry. After all, that branch of our business is utmost in my mind."

### 76,000-Pound Shipment of Household Goods

One of the largest shipments of house hold goods ever consigned was sent by the Empire Freight Co., Inc., of New York, on the steamship Santa Hena from New York on Oct. 13 to the West Coast. It comprised 76,000 pounds destined for Los Angeles and San Francisco.

No official data are available but according to A. F. Carbone, Empire's general manager in New York, this was undoubtedly the largest shipment of its kind on record.

### Would Have California Supervise Field Warehousing

The Los Angeles Warehousemen's Association, through its secretary, Charles G. Munson, has requested the California State Railroad Commission to assume jurisdiction over the field warehousing industry in the State.

There has been a rapid growth in field warehousing in southern California, Mr. Munson points out, both in the number of such warehouses and in variety of services rendered and territory covered

#### Peoria Firm's Creditors Ask Reorganization

A petition for reorganization, under the Bankruptcy Act, of National Warehouse, Inc., Peoria, Ill, was filed in Peoria of Oct. 9 by three creditors. Their petition set forth that the corporation was unable to meet its debts and asked that the Court supervise reorganization.

## Changes in Insurance Rates Affecting Injuries and Damages in Warehouse Hauling Operations

By ROBERT M. FERGUSON

of Robert M. Ferguson & Son, Inc., New York, specialists in warehousing insurance

IN this discussion of rates for automo-bile insurance all figures and com-parisons used are based on rates applicable to limits of liability for bodily injuries to one person, \$5,000; for bodily injuries to more than one person in the same accident, \$10,000; and for property damage of others (not property of the assured and not property carried on the vehicles), \$5,000, such limits being the minimum limits for which rates are quoted.

Increased limits applicable to that portion of the premium providing indemnity for bodily injuries are as

One Person One Accident Add \$10,000 25,000 50,000 100,000 \$20,000 50,000 100,000 200,000

All statements and figures made refer to insurance of so-called commercial vehicles used for the transportation of property and should not be confused with vehicles of the private type or with vehicles used for the transportation of passengers.

The following bases are used by insurance companies for rate-making pur-

Automobiles of the commercial type with registered tonnage of 1½ tons or less are treated as so-called "Light" vehicles.

Automobiles of the commercial type with registered tonnage in excess of 11/2 tons and not exceeding 3½ tons are treated as so-called "Medium" vehicles.

Automobiles of the commercial type with registered tonnage in excess of 31/2 tons are treated as so-called "Heavy" vehicles.

Then commercial automobiles are further sub-divided into four classes, in accordance with the business of the as-

Ambulances; Fire Patrol; Salvage Corps; Mail Trucks; Police Patrol, Newspaper Delivery, etc., are classed as No. 2, for which the rate is very high.

General trucking and transfer companies are classified as No. 3, if engaged in general contracting and hauling operations.

Moving vans used for transportation of household goods and office furniture are rated as Class 4 or the lowest rate applicable to commercial vehicles.

Rates are again sub-divided by location where the automobile is principally garaged and used. For instance, Greater New York is the highest rated territory.

For a local furniture mover in Greater New York, with limits of liability, for bodily injuries, \$5,000 one person, \$10,-000 one accident, and property damage \$5,000, the rate would be bodily injuires \$221 and property damage \$93; total

In suburban New York the rate would be bodily injuries \$99, property damage \$48: total \$147.

The State is sub-divided into twentysix territories down to the point where Alleghany County rate would be for bodily injuries \$45, property damage \$24; total \$69.

In surrounding territories, for comparison purposes:

Rate at Newark, N. J., bodily injuries \$98, property damage \$69; total \$167. For Jersey City and Hudson County (N. J.) east of the Hackensack River,

THERE have been important developments—vitally affecting the hauling operations of companies en-gaged in warehousing—in insurance rates relating to bodily injuries and

property damage.
Mr. Ferguson has prepared for the information of the Trade the accompanying summary and analysis.

bodily injuries \$119, property damage \$58; total \$177. The New Jersey rates grade down to Territory 15, applies to Phillipsburg, where the rate would be bodily injuries \$53, property damage \$29; total \$82.

Throughout the United States the same methods of classification and the same method of territorial sub-division are used.

Effective Oct. 1 an exception was applied to moving vans used for moving household goods and office fixtures, as

"EXCEPTION—Long distance moving vans principally making trips of 50 miles or more—Rate as Long Haul Truckman."

The difference in classification between local truckmen and long distance truckmen is defined as follows:

Local truckmen are described as truckmen whose operations are limited:

"1. The regular and frequent use of the commercial automobiles is confined to the area within a 50 mile radius of the place of principal garaging of such

"2. No regular or frequent trips are made by such commercial automobiles to locations beyond a 50 mile radius from the place of principal garaging of such

"3. The truckman does not advertise or solicit the hauling of goods, materials or commodities to a location beyond a 50 mile radius from the place of principal garaging of such automobiles."

"Note-A policy covering a 'Local Truckman' must be restricted by endorsement in accordance with the fore-

The endorsement which is required in such cases is as follows:

"In consideration of the premium at which this policy is written, it is agreed that the regular and frequent use of the commercial automobiles is and will be confined during the policy period to the territory within a fifty mile radius of the place of principal garaging of such automobile; that on regular or frequent trips are or will be made during the policy period to any location beyond a fifty mile radius from the place of principal garaging of such automobile; that the named Assured does not and will not during the policy period advertise or solicit the hauling of goods, materials or commodities to a location beyond a fifty mile radius from the place of principal garaging of such automohiles."

The rule applicable to commercial automobiles operated as long distance truckmen is as follows:

"Commercial automobiles owned or operated by 'Long Haul Truckmen' shall be rated at the Heavy Class 3 rates for the highest rated territory in which or through which such automobiles are operated increased by the surcharges shown in the following table."

Then the surcharges are given as follows:

"Maximum distance travelled-50 to 150 miles-Surcharge 25 per cent.

"Over 150 miles-Surcharge 75 per cent."

For comparison purposes we take first the rate for a moving van engaged in the transportation of household goods and office furniture, operating within a radius of 50 miles of Greater New York. The rate for such a moving van would (Concluded on page 58)

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## Average Occupancy June 30 Was Highest in 42 Months

70% Passed for First Time Since 1930

O C T O B E R 'S public merchandise warehousing occupancy release of the Bureau of the Census of the Department of Commerce shows the June 30th final figure as 70.1 per cent (average for the entire country).

This is the highest level reported since December of 1930; on the final day of that month and year the mark was 70.4. All subsequent monthly figures—through 1931, 1932, 1933, and the first five months of 1934—were below 70.0 per cent.

## PUBLIC MERCHANDISE WAREHOUSING JUNE-JULY, 1934

Statistical data on occupancy and tonnage during the months of June and July, 1934, as reported to the Bureau of the Census

			TONNAGE								
DIVISION AND STATE		Per Cent of Floor Space Occupied		Received During a Month		Equivalent No. of Lbs. per Sq. Ft.		on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	July	June	July	June	July	June	July	June	July	Jun	
NEW ENGLAND (Total) Vermont, New Hampshire and Connecticut Massachusetts Rhode Island.	61.2	61.5 54.5 62.6 61.4	13,614 1,107 9,951 2,556	11,851 553 8,678 2,620	10.8 6.7 11.4 11.2	9.3 3.4 9.9 11.5	1,499 430 861 208	1,484 429 785 270	1.2 2.6 1.0 0.9	2.	
MIDDLE ATLANTIC (Total) New York Metropolitan District Brooklyn Manhattan Nearby New Jersey All other New York, except Metropolitan District New Jersey, except Metropolitan District Pennsylvania	74.9 71.6 74.0 30.1 51.4 38.6	68.8 71.8 70.3 72.5 77.6 34.1 49.1 42.0 66.1	149,009 125,209 60,014 8,227 56,944 24 8,694 499 14,607	110, 245 84, 964 53, 464 8, 567 22, 858 75 7, 788 538 16, 955	20.5 23.0 19.0 12.7 37.5 0.2 13.3 5.1 13.6	15.2 15.6 17.1 13.3 15.0 0.6 12.0 5.5 15.8	8, 123 2, 866 1, 243 24 1, 590 3, 734	10, 883 5, 580 3, 829 33 1,718 3,457	0.5 0.5 0.4 1.1 5.7	1.6 1.6 0.1 1.1 5.3	
EAST NORTH CENTRAL (Total) Obio Indiana Illinois, except Chicago Chicago Michigan Wisconsin	69.4 70.4 54.7 67.9 75.8 70.4 63.5	68.7 70.5 55.4 73.6 70.4 72.0 61.6	87,405 15,912 2,903 2,116 22,016 30,853 13,605	80, 229 18, 118 3, 860 2, 442 16, 310 27, 045 12, 454	24.8 17.8 10.1 9.4 25.6 37.5 31.4	22.7 20.2 13.2 10.8 19.0 32.9 28.2	10,759 3,753 1,197 1,549 1,546 1,569 1,145	11,623 3,739 1,559 1,399 1,313 2,360 1,253	3.1 4.2 4.2 6.8 1.8 1.9 2.6	3.3 4.2 5.3 6.2 1.5 2.9 2.8	
WEST NORTH CENTRAL (Total) Minnesota, except Minnespolis and St. Paul Minnespolis and St. Paul Iowa. Missouri, except St. Louis St. Louis North and South Dakota Nebraska. Kansas.	81.7 44.3 53.6 77.7	64.4 41.1 82.6 46.1 55.1 77.0 70.4 59.9 85.6	29, 175 2, 390 5, 475 2, 796 4, 230 4, 206 2, 014 3, 875 4, 189	26, 491 1, 413 6, 348 3, 170 5, 969 3, 491 2, 193 3, 179 728	17.5 27.9 26.3 12.7 11.7 12.4 11.6 19.0 52.6	15.7 16.5 30.7 14.4 16.6 10.3 11.6 15.6 9.5	11,634 563 2,498 833 1,386 627 1,432 1,697 2,598	10,405 558 2,438 946 2,085 487 1,162 1,651 1,078	7.0 6.6 12.0 3.8 3.8 1.8 8.2 8.3 32.6	6.2 6.5 11.7 4.3 5.8 1.4 6.1 8.1 13.6	
SOUTH ATLANTIC (Total) Maryland, Delaware and Dist. of Columbia. Virginia. West Virginia, North and South Carolina Georgia and Florida.	67.1 68.5 80.7 85.2 58.2 51.9	65.8 67.4 60.4 85.5 62.4 52.8	24,580 14,805 2,190 1,288 1,555 4,742	26, 439 16, 843 3, 080 1, 442 1, 674 3, 400	16.1 13.7 32.4 17.8 13.3 25.8	17.2 15.5 45.2 19.9 13.3 18.5	7, 169 2, 986 833 597 604 2, 149	6,890 4,411 978 478 606 417	4.7 2.8 12.3 8.2 5.2 11.7	4.5 4.1 14.5 6.6 4.8 2.3	
SOUTH CENTRAL (Total) Kentucky and Tennessee Alabama and Mississippi Arkansas and Oklahoma Louisiana. Texas.	56.0 87.9 71.8 73.8 64.7 44.6	54.5 91.8 77.9 76.4 55.5 45.1	52,449 3,880 1,262 16,453 25,546 5,308	45,780 4,500 1,495 18,105 15,252 6,428	36.2 25.4 21.1 78.4 40.9 13.2	31.8 30.2 25.0 86.3 24.4 16.1	22,113 696 785 16,940 1,074 2,618	24, 180 1, 818 1, 123 16, 953 914 3, 372	15.3 4.6 13.1 80.8 1.7 6.5	16.7 12.2 18.8 80.8 1.5 8.4	
Arisona and New Mexico Utah Colorado Washington Oregon	61.8 63.1 47.3 69.7 57.0 58.2 48.5 56.5 65.9	61.0 67.1 51.2 62.7 63.0 59.2 48.9 63.3 63.8	25,330 521 447 620 1,590 1,337 1,659 639 18,517	21,400 217 418 587 1,643 660 1,644 582 15,649	16.8 17.5 12.9 8.5 35.5 8.5 9.6 13.3 19.6	13.8 7.3 12.3 7.5 36.6 4.2 9.5 12.1 16.0	12, 454 595 375 1, 493 47 973 1, 959 536 6, 476	13,277 478 394 1,415 31 1,317 1,671 647 7,324	8.3 20.0 10.9 20.1 1.0 6.2 11.3 11.1 6.9	8.6 16.1 11.6 18.2 0.7 8.4 9.6 13.4 7.5	

The figures for June have been revised; those for July are preliminary.

The June 30th final mark of 70.1 is 8.2 per cent higher than the figure reported for the corresponding date in the previous year. And it is 9.9 per cent higher than the one which is on the records as the lowest one—60.2 at the close of March of 1933—reported since the Government began compiling this statistical information in January of 1928. Also the June 30th final mark of 70.1 is only 7.0 per cent below the record high—77.1 per cent at the end of November of 1929.

The same October release places the provisional mark at the close of this past July at 65.8 per cent.

This provisional 65.8 for July 31 compares with the July 31 marks of the preceding six years as follows:

1928 1929 1930 1981 1932 1933 1934 End of July.... 67.1 71.2 67.8 63.9 62.6 62.3 65.8

The tonnage figures in the accompanying June-July table (the October release) indicate that during July a larger percentage (by 3.4 per cent) of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In July, 455,313 tons (this figure is provisional) arrived at the reporting warehouses; of this, 381,562 tons, or 83.8 per cent, entered storage, the balance being delivered on arrival.

In June, the total (final) arriving volume was 401,177 tons, of which 80.4 per cent, or 322,435 tons, entered storage, the balance being delivered on arrival.

The provisional 83.8 per cent for July compares as follows with the July percentages of the six preceding years:

1928 1929 1930 1931 1932 1933 1934 July ...... 71.3 78.6 79.7 77.7 82.3 82.5 83.8

Also, the provisional 83.8 per cent for this past July suggests, when considered in conjunction with similar percentages for recent months, that there is a gradually increasing amount of goods actually entering storage out of total arriving volume. This may be inferred from the fact that 83.8 is the highest mark reported since the Government began compiling these statistics; whereas the best previous percentage on the records is 83.7 in December of 1931.

#### Occupancy

THE advance of 3.5 per cent in average occupancy, for the entire country, this past July 31, as compared with the mark recorded for the final day of July of 1933, is reflected in more than half the States. The greatest advance indicated is 34.3 per cent, in Kansas; and the sharpest decline is 27.4 per cent, in Montana.

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The table which follows compares the provisional July 31 occupancy percentages of 1934 with those of 1933; and with those of 1929, which was the peak year:

		ccupa nd of J	
*	1929	1933	1934
Massachusetts-Vermont	56.8		
Managhusetts		58.3	61.3
Wmont-N HConn.		63.8	45.3
Connecticut-Rhode Island	59.1		
Rhode Island		78.8	56.2
New York Met. Dist	78.9	64.5	72.8
Brooklyn	80.1	55.9	74.5
Manhattan	75.8	63.9	71.0
Wannattan V & other	78.7		
Nearby N. J. & other Nearby New Jersey		81.5	74.0
All other		40.3	30.1
New York State	77.7		00.1
N. Y. State except Met. Dist		52.6	51.4
N. Y. State except met. Dist	78.9	02.0	91.5
N. J. State except Met. Dist	10.0	49.6	38.6
N. J. State except met. Dist	70.6	60.6	65.8
Pennsylvania		00.0	60.0
Ohio	89.4	64.1	70.4
Indiana	76.1	64.9	54.7
Illinois	82.2		
Illinois except Chicago		65.9	67.5
Chicago	83.2	67.1	75.8
Michigan		62.4	70.4
Wisconsin	92.1	54.5	63.8
11 6000			
Minnesota	73.1	70.0	40.0
Minn. except Mpls. & St. P		73.3	49.6
Mpls. & St. Paul	72.4	75.8	81.7
Iowa	66.4	53.5	44.5
Missouri			
Mo. except St. Louis		60.5	53.6
St. Louis	76.8	66.1	77.7
North and South Dakota		56.6	72.4
Nebraska		55.2	53.4
Kansas	83.0	43.3	77.6
DelMdD. C	52.1	***	68.8
Delaware-Maryland		40.8	
District of Columbia		78.7	
Virginia and West Virginia	70.5		
Virginia		49.6	80.7
West Virginia		89.8	85.2
North and South Carolina	64.9	58.0	58.2
Georgia-Florida	76.7	57.5	51.9
Kentucky-Tennessee		93.9	87.9
Alabama-Mississippi	69.9	57.5	71.8
ArkLaOkla.	69.0	***	
Arkansas-Oklahoma		73.7	73.8
Louisiana		56.6	64.7
Texas		68.1	44.6
	00.0	90.1	49.0

	E	End of July		
	1929	1933	1934	
IdaWyoMont	70.1			
Idaho-Wyoming		66.5	63.1	
Montana		74.7	47.3	
ArizUtah-NevN. M	77.3			
Arizona & New Mexico		60.9	69.7	
Utah		72.2	57.0	
Colorado	77.7	63.9	58.2	
Washington	68.3	59.0	48.5	
Oregon		60.9	56.5	
California	76.9	59.8	65.9	
Average U. S	71.2	62.3	65.8	
Warehouses reporting	1223	1168	1111	

Comparing the July 31 occupancy percentages (provisional) with the final ones for June 30 (shown in the Government's June-July table on the opposite page) it is disclosed that the provisional recession of 4.3 per cent was not reflected in the New York metropolitan district as a whole, in New York State outside the metropolitan district, in Chicago and St. Louis, and in Wisconsin, Minnesota outside the Twin Cities, North and South Dakota, Maryland and Delaware and District of Columbia as a group, Virginia, Louisiana, Arizona and New ginia, Louisiana, Arizona and Mexico, and California; in all these, gains were reported, with the greatest advance being 20.3 in Virginia.

#### Tonnage

AS already pointed out, the percentage of volume reported as having entered storage this past July, out of total volume arriving, was larger (by 1.3 per cent) than the percentage recorded for

Across the seven years the July percentages by divisions are as follows:

ly aly		Percentage Entering Storage—July								
1934		1928	1929	1930	1931	1932	1933	193		
	New Eng	76.6	78.4	73.2	78.2	86.6	79.9	90.		
68.1	Mid. Atl	82.4	81.6	90.0	87.9	90.3	91.4	94.		
47.3	E. No. Cent	83.4	87.8	85.1	88.8	86.6	86.5	89.		
	W. No. Cent	71.5	74.0	79.0	75.3	80.2	72.0	71.		
69.7	So. Atl		49.0	76.5	78.6	74.8	80.8	77.		
57.0	E. So. Cent	77.2	77.6	68.1	66.6	51.1	79.4	77.		
58.2	W. So. Cent		74.4	78.5	70.5	68.2	76.2	69.		
48.5	Mountain	58.8	61.8	54.5	61.8	67.9	61.3	56.		
,	Pacific						67.7			
56.5										
65.9	Entire Country	71.3	75.6	79.7	77.7	82.3	82.5	83.		
65.8	Warehouses reporting	1172	1223	1438	1178	1216	1055	99		
1111										

Comparing this past July's provisional percentages with the final ones reported for June, it is seen that the advance of 3.4 per cent for the entire country was reflected in all except the West North Central and South Atlantic sections.

By divisions, the comparisons follow:

	Percentage Entering Storage			
	June	July	Change	
New England	88.9	90.1	1.2	
Middle Atlantic	91.0	94.2	3.1	
East North Central	87.8	89.0	1.7	
West North Central	71.6	71.5	-0.1	
South Atlantic	79.3	77.4	-1.9	
East South Central	67.1	77.6	10.5	
West South Central	65.2	69,6	4.4	
Mountain	49.2	56.5	7.3	
Pacific	65.0	69.0	4.9	
Entire country	80.4	83.8	3.4	
Warehouses reporting	998	996		

Since the preparation of the figures in the foregoing article Distribution and Warehousing has received the Government's November release. It confirms 65.8 per cent as the revised and final mark for July 31; and gives 65.9 per cent as the provisional figure for the last day of August.

### Cleveland Warehouse Group Challenges a Newspaper Regarding Article on Rates

THE Association of Cleveland Ware-housemen has protested, through its president, A. B. Efroymson, vice-president of the National Terminals Corporation, to the New York Journal of Commerce against the latter's publication of "general statements" which the associ-ation declares "are misleading and discrediting and have an improper influence" on customers of the merchandise

warehousing trade.

The Cleveland group's protest, set down in a letter dated Oct. 1, followed the appearance, in the Sept. 15th issue of Journal of Commerce, of an article headed "Grocery Storage Volume Decreased by Manufacturers". This article and others published "suggests that the warehousing industry as a whole," Mr. Efroymson wrote Journal of Commerce, "has become extortive by means of some organized trade scheme operating under the guise of NRA." Writing to refute any such conviction by the writer of the New York financial newspaper's article, Mr. Efroymson con-

"Warehousing plays an important part in the distribution of merchandise from manufacturer to ultimate consumer, because of economies effected, as well as convenience to shipper and purchaser of goods handled. The storer recognizes these facts, so he uses a public warehouse for his surplus stocks during overproduction periods when it is less expensive to continue operation and store than shut down his plant.

"It is not our purpose to compare warehousing services with less expensive methods of distribution mentioned in your article, as we perform both. However, the manufacturer has or will discover the benefits of carrying spot stocks over any other arrangement, whereby the customer must anticipate his requirements. Economy and convenience, then, are the prime factors, and it was with this thought we reply to your article with the hope of correcting erroneous impressions created among warehouse users in our city.

"Warehouse rates have been computed on the basis of the lowest reasonable cost in the community. On some commodities rates have been raised slightly; many remained the same; while a few have been actually reduced. Naturally the group of storers affected by the increased rates are first to sense a feeling of injustice, and they themselves may be responsible for advances because of methods they employed for years to reduce warehousing rates below fair and equitable figures for services performed.

"Our industry has found itself wanting for sufficient revenue to properly operate, and failures and receiverships have resulted therefrom with well managed houses in communities sufficiently large to support such organizations and investments.

"In some sections rates were beaten down to a point below actual labor costs (Concluded on page 55)

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## FROM THE LEGAL VIEWPOINT

By LEO T. PARKER

#### Warehousemen Held to Have Lien on Goods

ONSIDERABLE discussion has arisen recently among warehousemen as to whether a storage company may retain a lien to secure storage charges on goods placed in storage without knowledge or consent of the owner; and, if so, under what circumstances. The latest higher Court case on this subject is Finnigan v. Hadley Storage, 190 N. E. 528. Boston.

It was shown that a man named Finnigan was tenant of a suite of rooms in an apartment building. On account of the fact that Finnigan failed to meet certain obligations the landlord removed the furniture of Finnigan from the apartment and placed it, in the name of and for the account of Finnigan, in a storage warehouse. At this time Finnigan was absent from the city and was not informed that his furniture was in storage until two months later.

Finnigan refused to pay the storage charges and sued the warehouseman for damages and possession of his goods. However, it is interesting to observe that the higher Court held the warehouseman not liable, and entitled to full payment from Finnigan, stating the following important law:

"If the plaintiff [Finnigan] had been present at the time and had expressed a wish against the removal of the goods to the warehouse, or had sought to retain the possession of them for himself, the retention of the goods . . . would have been a conversion. . . . The plaintiff, however, was absent from the Commonwealth. The lessor did not know where he was. . . . Simply to set the goods on the sidewalk or in the street under existing conditions of travel and traffic would have constituted a public nuisance unless removed without much delay. . . . Public convenience required that they be put somewhere. Every consideration for the welfare of the public, for the preservation of law and order, and for the private benefit of the lessee as owner, would be conserved by placing the goods in some secure storage. . . . The result is that the defendant [warehouseman] had a lien upon the goods of the plaintiff [Finnigan] for storage and was not liable for failure to deliver them on demand without tender of reasonable storage charges."

In another leading case, Lash v. Ames, 171 Mass. 487, the higher Court held that a landlord was warranted in storing the goods of a tenant in a suitable place at the tenant's risk and expense.

In this case, also, the warehouseman was held entitled to a lien on the stored goods to secure the storage charges.

#### When Lease Contract Is Automatically Canceled

I T is well settled law that ordinarily the obligations of a valid warehouse lease contract must be fulfilled by both contracting parties; otherwise the person who breaches the contract is liable in damages. However, if for any reason, not within the control of the contracting parties, it becomes impossible to fulfill the terms of a lease, then all parties are relieved from liability and the lease contract is automatically canceled.

For instance, in Alpert, 3 P. (2d) 61, Pasadena, Cal., it was shown that a company leased a building which the lessor agreed to construct. After the lease contract was signed, city ordinances were enacted authorizing widening the narrow street abutting the property, with the

#### Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies give worth-while information to you and to your fellows in business.

result that the size of the contemplated building was considerably decreased.

Litigation developed as to whether the company was automatically relieved from liability on the lease. In holding the lease to be automatically cancelled, the Court said:

"It was proof that the subject-matter of the lease, which the parties agreed to enter into, never came into existence, and hence the parties were excused from carrying out their agreement to enter into a lease. . . . It is . . . well settled that, where performance depends upon the existence of a given thing, and such existence was assumed as the basis of the agreement, performance is excused to the extent that the thing ceases to exist or turns out to be non-existent."

#### Contract Clauses Held Enforceable

ALTHOUGH one or more clauses in a contract may be invalid, the remainder of the contract is enforceable providing the testimony indicates that the various other clauses in the contract are not dependent upon the ones held void. In other words, where a contract is written in such a manner that different clauses are enforceable independent of one another, the valid portions of the contract may be enforced by law.

Therefore the fact that a portion of the contract may be void does not relieve the contracting parties from liability for failure to fulfill the obligations expressed in the valid clauses. So held a higher Court in the recent case of Walker, 189 N. E. 162, Indianapolis.

In this case it was shown that some of the clauses in a written contract were held void, but other clauses were enforceable independent of the void clauses. The legal question arose as to whether the valid clauses of the contract were enforceable by law. In holding in the affirmative, the Court said:

"If said clauses are . . . held invalid, then is the entire contract invalid and unenforceable by the appellee herein? We think not. . . . The contract sued upon is not as to its other provisions rendered invalid for the reason that the remainder is lawful."

#### Court Construes a Bond Contract

DISCUSSION develops from time to time as to whether a purchaser of warehouse corporation bonds may consider the obligations of the corporation to be solely that expressed on the bonds, or whether the obligations of the bonds and also the terms of the trust deed must be construed together.

This point of the law was discussed in the late case of Colsky v. Eyres Storage and Distributing Co., 34 P. (2d) 1114, Seattle.

The facts are that the Eyres firm, a corporation, desiring to erect a building suitable for its business, executed and delivered to William D. Comer, as trustee, a trust deed covering the real property thus to be used. The purpose of the trust deed was to secure the payment of its bonds to be issued, aggregating in face value \$240,000. Each bond contained a clause as follows:

"This bond is one of a series of four hundred sixty-five (465) bonds.... The payment of all of said bonds, together with interest thereon, is equally and ratably and without priority or preference of any bond over any other by any reason whatsoever, secured by an indenture in the nature of a trust deed, bearing even date herewith, duly executed, acknowledged and delivered by the mortgagor . . . to William D. Comer of Seattle, Washington, as trustee."

The trust deed contained the following

"In case default shall be made in the payment of the principal or of interest ... the trustee may, without any action on the part of any bondholder ... shall institute such suit or suits, in equity or at law, in any Court of competent jurisition, to enforce and protect any of his rights or the rights of the bondholders hereunder."

Certain bondholders filed suit against the storage company to obtain payment on the bonds, contending that the clause on the bonds solely expressed the obligations of the storage company. However, the Court dismissed the suit, saying:

"Whatever may be said as to the meaning of the language of the bonds which precedes the final sentence, hereinbefore quoted, we think that sentence is clear, certain, and unambiguous, not open to judicial construction, and, by the purchase and acceptance of the bonds which provided in plain language that the trust deed was a part of the contract, the purchaser became bound by all of the terms of the trust deed as effectually as though all of the provisions of the trust deed were set forth and embodied in each of the bonds. . . . Since, then, the contract is evidenced by both what is written into the bonds and what is written into the trust deed, we must consider the pertinent language of the latter in connection with the already quoted wording of the former."

#### Carelessness by a Driver

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I N almost all legal controversies involving injuries caused by operation of storage or transportation trucks the important consideration, when determining whether the truck owner is liable, is:

Was the driver guilty of wanton and willful carelessness?

Various Courts have held that in order that a driver may be held guilty of willful and wanton conduct it must be shown he was conscious of his conduct; and through his knowledge of existing conditions, that injury would likely or probably result from his conduct; and that, with reckless indifference to consequences, he consciously and intentionally did some wrongful act or omitted some known duty which produced the injurious results.

On the other hand, in order to prove wantonness it is not necessary to show an entire want of care. Violation of a State statute or a city ordinance does not of itself constitute a willful wrong and the Courts will not infer willfulness when the result may reasonably be attributed to negligence or inattention.

For example, a driver might be guilty of the grossest negligence and his acts

might be fraught with the direct consequences without having those elements or the intent and purpose necessary to constitute a willful tort. A willful act, can be predicated only on knowledge of danger with a reckless disregard of the consequences after discovering the danger.

The legal difference between a driver of a motor truck injuring another through willful and wanton negligence and mere negligence is that in the former the employer always is liable; whereas where an injury is caused unintentionally, or by simple negligence, the employer is not liable if testimony is introduced proving that the injured person was contributorily negligent; or that he could, by using ordinary care, have avoided the injury.

For illustration, in Reserve Trucking Co. v. Fairchild, 191 N. E. 745, Akron, Ohio, it was shown that on one dark and foggy night the driver of a large truck undertook to turn it around on a street 42 feet in width. The driver of a passenger car collided with the truck when it was positioned about transversely of the street. He sued the trucking company to recover damages, alleging the collision was caused by the truck driver's "wanton, willful and gross negligence and misconduct."

Although the lower Court held the trucking company liable, the higher Court reversed the verdict, saying:

"It is conceded that contributory negligence is no defense to a charge of willful misconduct . . . and by the weight of authority, it is no defense to a charge of wanton negligence . . . Willfulness implies design, set purpose, intention, deliberation. Strictly speaking, willful negligence is not negligence at all. Wherever an exercise of the will is exerted, there must be an end of inadvertence. . . . However negligent the conduct of the defendant's servant [truck driver] may have been, there is nothing to indicate the intent or the purpose to injure anybody."

### When Employee Acts Outside His Scope

V ARIOUS Courts have held that an injured employee never is entitled to recover damages, or compensation under State compensation laws, for an injury where it is proved that such injury was caused either (1) by the employee's own willful or wanton negligence; (2) when the employee was where he was directed or instructed by his employer not to go; or (3) when the injury was sustained while the employee was performing acts not within the scope of his employment.

For instance, in Graf v. Montecito, 26 P. (2d) 29, Santa Barbara, Cal., it was disclosed that employees of a company were injured while on a motor vehicle owned by the company and being operated that day for the pleasure of the employees. They sued to recover damages. However, as the injury was sustained while the employees were acting outside the scope of the employment, the Court held they were not entitled to recover compensation, and said:

"Respondents [injured employees] cite many cases in support of their contention that an injury received while going to or coming from work by means of a conveyance furnished by the employer as an incident of the employment and in pursuance of the contract of hire, arises out of and in the course of the employment, and is compensable under the Workmen's Compensation, Insurance and Safety Act. But we think the facts of the instant case remove it from any influence of such cases. The injured employees were neither going to nor returning from their work."

#### Care of Rugs in Storage

LEGAL EDITOR, Distribution and Warehousing: Will appreciate your kind reply to the following question:

On Aug. 31, 1932, we received for storage a lot of household goods for which our standard warehouse receipt was issued. On Oct. 5 the same year we received from a cleaner company three rugs to be stored with the same lot. We might add that these same rugs were delivered to us with the first lot and ordered cleaned at that time. The truckman subsequently arranged with the cleaner company to do the work and they were returned and kept with the other goods. No request was made by the customer to store the rugs separately, nor was mothproofing demanded.

The goods were delivered on Aug. 3 of this year and the rugs were found to be motheaten. Our warehouse receipt carries the usual clause for the owner's liability for damages by moth, rust, fire or deterioration by time, and of course the \$50 valuation clause.

Do you consider us liable for failure to protect the rugs by mothproofing, etc.?—Fulton Storage Co., Inc.

Answer: Under the circumstances it is my opinion that you are not liable unless the owner of the rugs proves that your negligence resulted in the rugs being damaged by moths. As a general rule, it is believed that rugs are reasonably protected against moths by the cleaning process. Obviously a warehouseman is not required periodically to open and inspect stored packages. It is the duty of the owner to know that the stored goods have no inherent defects, or he is required to notify the warehouseman of such defects and pay the warehouseman a reasonable sum to protect such merchandise against damage.

The same rule of the law is applicable with respect to merchandise packed in boxes, barrels, or other containers. Moreover, when a warehouseman accepts a sealed container having notations thereon which are intended to designate the contents of the package, the warehouseman is not liable in any case although subsequently it is shown that such package did not, when accepted for storage, contain the designated articles.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.



## Washington Developments of Interest to the Warehousing Industry

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

#### Federal Regulation of Port Warehouses Being Considered by Eastman

EDERAL regulation of warehouses at ports and terminals, but not including warehousing generally, is being considered by Coordinator Joseph B. Eastman and probably will be the subject of an early report from his office.

The Coordinator already has submitted reports, including proposed bills to place interstate motor freighting under I.C.C. regulation; and the proposal that warehouses at ports and terminals be included comes out of a belief that their purposes tie in so directly with interstate movement of commodities as to be almost integral with such movements.

Mr. Eastman told Distribution and Warehousing late in October that there was a strong likelihood that Congress would be asked to extend I.C.C. jurisdiction to port and terminal storage facilities, but that the general warehousing business was not being considered as a possible subject for such regulation.

Warehouses operated by railroads which because of their control by the rails are now under a species of Federal regulation, are being studied by Mr. Eastman's staff with a view to enforcing his order that their rates and charges must be placed on even keel with those of privately-operated plants.

Several months ago regional representatives of the Coordinator's office were instructed by Mr. Eastman to require that such an equalization of rates be effected in all instances where the service performed is not an integral part of the transporting by rail but is such as brings the utility-operated warehouse in competition with the storage industry.

The railroads answered that there was not, at that time, any filed schedules of rates and tariffs for members of the Merchandise Warehousing Trade (the cost formula had not then been approved) and that there was no guide to follow; also that the operating conditions of railroad-owned warehousing facilities differed in so many particulars from those of privately-owned, that application of identical rates was not justified.

With a cost formula now in existence by which the adequacy of rates may be scientifically measured, the first objection is removed. With reference to the second, Coordinator Eastman is determined to find whether it is based on tenable argument. To this end he has enlisted the cooperation of the Merchandise Warehousing Trade Code Authority and has instituted a study.

In several of the regions set up under warehousing's Code, members have received questionnaires through which they have been asked to indicate storage practices of railroads which are in competition with private operation, and also to point out wherein such practices run counter to Code provisions. This material is to be turned over to Mr. Eastman and will supplement studies being made by his own staff of experts.

Inquiries received at Washington show that the purpose of the questionnaire has been misinterpreted by many members of the Trade. Some have gained the impression that its objective is to collect material to be used as a basis for legislation to place the warehousing industry under Federal regulation—in other words to meet the competitive problem not by placing railroad storage under Code operation, but by placing all storing under the jurisdiction of the agency that now supervises warehousing that is an adjunct of railroading.

Coordinator Eastman has made it clear that this is not the case by explaining that no attempt is to be made to gather in all storing facilities under the jurisdiction of I.C.C.

Rumors in the Trade that a straw vote on the question of Federal regulation is to be sponsored by Mr. Eastman's office shortly were denied by the Coordinator.

-James J. Butler.

## Indictments Result from I.C.C. Inquiry Under Part 6 of Ex Parte 104

ACTING on the complaint of the Interstate Commerce Commission, a Federal grand jury at Trenton, N. J., indicted in October the New York Central Railroad, the Baltimore & Ohio Railroad, the Lehigh Valley Railroad, and Bemis Brothers Bag Company for alleged violation of the Elkins Act with respect to warehousing activities.

The declared violations were uncovered during the I.C.C. investigation (Ex Parte 104, Part 6) of storage practices in and about New York City, and although the disclosures were given wide publicity at that time it is understood that no serious move for rectification was instituted by those involved.

The indictments against the Baltimore & Ohio and the Lehigh Valley charge those carriers with insuring merchandise stored on their property at less than the standard insurance costs for such coverage. New York Central was indicted on two charges, one concerning itself with an insurance practice similar to that which is charged against the B. & O. and the L. V.; and the second with rendering service below actual cost in connection with shipments of rubber, presumably as an encouragement to invite business.

Bemis Bag Company is accused of accepting the special considerations allegedly with knowledge that the service was being given at a price below cost.

Fire insurance coverage, it is alleged, has been given by the railroads at the rate of eight cents for each \$100 of value on goods stored in the Port of New York. The standard charge for fire insurance of this type is \$1.73 per \$100 of value. Reinsurance cost the railroads more than the amount they charged their customers, it is claimed.

-James J. Butler.

The three railroads indicted in Trenton, as told in the foregoing Washington correspondence, will face trial in the

latter part of December or early in January, and the case will be heard either in Trenton or Newark, N. J., according to announcement by the United States district attorney's office in Trenton.

The maximum penalty for a conviction on a charge of granting illegal concessions to shippers, on storage rates or in-

surance, is \$20,000.

Fifteen counts make up the indictment accusing the Baltimore & Ohio with granting the Goodyear Tire & Rubber Company less cost for storage of crude rubber imported in New York and consigned to Akron, Ohio. A second indictment declares the railroad charged the Bemis Brothers Bag Company an 8-cent rate for insurance of stored goods whereas the Government declares the rate should be \$1.73.

The Lehigh Valley is accused of a similar storage violation, and the New York Central of a like insurance rate

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#### Chicago Warehouse Operators File Rate Complaint Against Railroads in Switching Area

UNFAIR discrimination and violation of the Interstate Commerce Act are charged against railroads operating in the Chicago switching district in a complaint which has been filed with the Interstate Commerce Commission by a group of warehouse companies doing business in Chicago.

The complainants allege preference is given the Crooks Terminal Warehouses, Inc., at Clearing, Ill., in the handling of sugar for storage and reforwarding, as a result of which, they claim, they are being virtually driven from the business of storing this commodity.

The protesting concerns are:

Anchor Storage Co.; Sidney A. Smith, president.

C & A Terminal Warehouse Co.; G. M. McConnell, president.

Currier-Lee Warehouse; S. C. Tooker, Jr., president.

North Pier Terminal Co.; William J. Hogan, president.

Tooker Storage and Forwarding Co.; S. C. Tooker, Sr., president.

Investigation and hearings are asked, after which the Commission is requested to enter orders eliminating the alleged unfair prejudicial treatment so as to permit the complainants to go after the sugar business on the same basis with the Crooks organization, of which Harry

D. Crooks is president.

The respondents in the action are the following: Alton Railroad Co.; Baltimore & Ohio Chicago Terminal Railroad Co.; Baltimore & Ohio; Belt Railway Company of Chicago; Chicago & Calumet River; Chicago & Illinois Western; Chicago & North Western; Chicago Junction Railway (Chicago River & Indiana, lessee); Chicago, Milwaukee, St. Paul & Pacific; Chicago River & Indiana; Short Line Railway Co.; Western Pullman & Southern; Illinois Northern; Indiana Harbor Belt; Manufacturers

Junction Railway Co.; and Pullman Railroad Co.

The complaint points out that there are heavy movements of sugar from Philadelphia, New Orleans and other points into Chicago by water and that they are unloaded on the Chicago docks, some being stored at warehouses on the waterfront or on adjacent properties, and some being switched to warehouses in Illinois or Indiana, not located on or near the waterfront but within the Chicago switching district.

Some of the movements, it is stated, are in interstate commerce, while others

are purely intrastate.

The defendants make a charge ranging from 3 cents per 100 pounds to 4 cents per 100, carload minimum, on shipments of merchandise, including sugar, from any dock or any point within the Chicago switching district to any of the warehouses of the complainants.

The complainants cite the Belt Railway Company tariff which provides that carload freight will be accepted for movement from industries or warehouses located on the rails of the Belt Railway Company of Chicago to warehouses also located on its rails, at a charge of 1 cent per 100 pounds, minimum 60,000 pounds, for the purpose of storage and subsequent reforwarding in carloads to destinations on or beyond its rails.

The limit of time for stopping at warehouse is one year, but provision is made for extension of the time to two

vears.

The rule provides that shipments must be prepaid into warehouses at full local rates; and upon evidence of reforwarding, the difference between the local rate assessed and 1 cent per 100 pounds will be refunded to the party paying the original charge into warehouse.

Similar rules are carried in the Baltimore & Ohio Chicago Terminal Railroad Company's tariff, and in the Indiana Harbor Belt Railroad Company's tariff. except that the Indiana Harbor Belt provides that shipments thus stored must subsequently be reforwarded to destinations beyond the Chicago district.

It is charged that shipments of sugar unloaded on the docks at 103d Street and Calumet River are loaded into cars and switched by the Belt Railway to the Crooks Terminal Warehouse at Clearing, Ill., one mile west of the Chicago city limits, at the rate of 1 cent per 100 pounds; are unloaded and stored at Clearing for a period of from one to two years; then reloaded into cars and switched to any other point within the Chicago switching district at the regular prevailing switching charges.

On shipments of sugar unloaded at any Chicago dock and switched to any of the complainants' warehouses in the same manner as to Clearing, the full switching charges are assessed, the com-

plaint asserts.

"This adjustment," the document avers, "makes it practically impossible for complainants to compete with the warehouse at Clearing in the handling of sugar.'

It is contended that the switching of

sugar in carloads from the docks at 103d Street and Calumet River to Clearing, and later from Clearing to some other destination within the Chicago switching district, are two entirely separate and distinct switching movements.

Continuing, the complaint charges:

"That the practice of switching these carload lots from one point to another within the Chicago switching district under so-called 'storage in transit' rates that are lower than the rates prescribed by the Commission tends to defeat the whole purpose of the Commission's findings in Switching Rates in Chicago Switching District, which were designed to place all industry within the Chicago

switching district upon a reasonable, fair and equable basis without discrimination, preference or prejudice. "That the switching rates and charges listed in paragraph VI herein, applied to interstate shipments destined to com-

plainants' warehouses, are unjust and

unreasonable in violation of Section 1 of the Interstate Commerce Act.

"That the maintenance of the 1 cent per 100 pounds switching charge on sugar between points on the Belt Railway of Chicago and denial of a similar charge to complainants' warehouses within the district is unjust discrimination aganst complainants in favor of the warehouse at Clearing, in violation of Section 2 of the Act to regulate commerce where the movement is interstate.

"That this adjustment is unduly preferential of the Crooks Terminal Warehouse located at Clearing, Ill., and prejudicial to the complainants located in the City of Chicago, in violation of Section 3 of the Act to regulate commerce where

the movement is interstate.

"That the maintenance of this switching charge of one cent per 100 pounds on intrastate shipments of sugar within the Chicago switching district, lower than the rates prescribed by the Commission for interstate movement, is not in accord with the Commission's findings in Switching Rates in Chicago Switching District and results in unjust discrimination against interstate commerce in violation of Section 13 of the Act to regulate commerce.

"That by reason of the facts stated in the foregoing paragraphs, complainants have been subjected to the payment of rates and charges for switching which were when exacted and still are unjust and unreasonable in violation of Section 1 of the Interstate Commerce Act, unjustly discriminatory in violation of Section 2, unduly preferential in violation of Section 3, and complainants suffer from a competitive adjustment that results in unjust discrimination against interstate commerce in violation of Section 13 of the Act to regulate commerce."

The protesting warehousemen ask the

following relief:

". . . . that after due hearing and investigation, an order be made commanding each of the defendants to cease and desist from the aforesaid violations of said act, and establish and put in force and apply in future to the switching of sugar, carloads, between points

within the Chicago switching district, in lieu of the rates and charges named in paragraphs VI and VII hereof, such other rates and charges as the Commission may find reasonable or to be reasonable in Switching Rates in Chicago Switching District, for uniform application throughout the district and that such other and further order or orders be made as the Commission may consider proper in the premises."

-James J. Butler.

#### Steamship Lines' Free Storage at New York Port Protested by Other Seaboard Storage Firms

PROTESTS have been filed with the United States Shipping Board Bureau on behalf of port warehouse interests at Boston, Philadelphia, Baltimore, Norfolk, Portsmouth and Newport News, complaining that free storage is being accorded shippers at the Port of New York in violation of the Shipping Act of 1916.

It is contended that the alleged practices have the effect of diverting business from the complainants' facilities to those in New York, to the prejudice of the former.

The protests were filed in the names of the Boston Port Authority, the Joint Executive Transportation Committee of Philadelphia Commercial Organizations, the Baltimore Association of Commerce, the State Port Authority of Virginia, and the Norfolk Port-Traffic Commission. Named as defendants are about two score of steamship companies.

The following relief is sought:

"That after due hearing and investigation an order be made commanding said respondents and each of them to cease and desist the aforementioned violations of said Act, and establish and put in force and apply in the future at the Port of New York, in lieu of the practices herein complained of, such limit of free time after discharge of vessel, and such charges for storage on respondents' piers and/or facilities after the expiration of such period of free time, as the Department may find just, reasonable and lawful; and/or that an order be made by this Department prescribing just and reasonable practices and charges relative to the receiving, handling, storing and delivery of property at the Port of New York; and that such other and further order or orders be made as to this Department may seem proper in the premises."

The text of the complaints is practically identical in each instance. substance of the Philadelphia protest,

which is typical, states:

"That said respondents [the steamship companies] permit commodities to remain on their piers and/or facilities at the Port of New York for excessive periods of time without collecting any charge therefor; that among the commodities accorded such free storage, but not inclusive of all are peat moss, burlap, green coffee, sugar, crude rubber, cocoa beans, sisal, tapioca flour and

kapok, whereas at the competing port of Philadelphia, Pa., storage charges are assessed on like commodities imported through that port after five days, generally speaking, in accordance with tariffs filed with the Interstate Commerce Commission.

"That respondents' said practices advantage the Port of New York and disadvantage the Port of Philadelphia and various members of the organizations represented by this complainant, in violation of Sections 16, 17, 18 of the Shipping Act, 1916, as amended."

James J. Butler.

#### Government Asks Bids for Relief Storage of Hides

BIDS to store cured hides and skins from slaughtered drought cattle have been asked by the Federal Surplus Relief Corporation, but unless the storage is given to operators of merchandise or refrigerated warehouses the Government will not require adherence to NRA

code provisions.

the successful bidders operate warehouses for hire they must observe the requirements of the Code governing their branch of the business. However, there is a likelihood that structures not now used for warehousing may be taken over for this purpose and, assuming that no commodities other than the hides are placed there, the Codes will not be adopted.

Federal Emergency Relief Administrator Harry L. Hopkins fixed Nov. 2 as the date for opening bids. The quantity to be stored and the storage period will be determined when contracts are

The products, which are the property of the Federal Surplus Relief Corporation, will be shipped from the packers' plants to warehouses or cellars where they will be stored, according to FSRC announcement, "in accordance with the standard commercial practice."

Specifications call for storage in either the original packs or in bundles, with the temperature from 32 to 36 degrees, or from 40 to 45 degrees Fahrenheit, or in unrefrigerated cellars suitable for the products. The storage facilities must have the approval of the inspectors of the Bureau of Animal Industry, Department of Agriculture.

The hides have been taken over by the Government to insure against a market glut which would be injurious to leather tanners. The wholesale slaughtering of drought cattle precipitated an unprecedented flood of the hide market, and tanners appealed to the FSRC to save

their industry.

It was first planned to set up shoe factories to be operated by unemployed shoe workers, the products to be distributed among the unemployed needy and their families. This brought protest from the boot and shoe manufacturers and the plan was dropped in favor of storage with the understanding that the skins will be released only in small amounts, insufficient to seriously affect either the tanning or the shoe business.

#### Bayonne Presses PWA for Loan to Finance Warehousing

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building

NEGOTIATIONS were renewed in October for a PWA loan of \$6,500. 000 to finance construction of docks, warehouses and railroad trackage on the east shore of Bayonne, N. J., on New

York Bay.

Judge Tiffany, Assistant Attorney
General for New Jersey, was here several times consulting with officials of the Public Works Administration to get the formal application in proper shape.

The City Commissioners of Bayonne have unanimously adopted a resolution sponsored by Mayor Donohoe calling for the Federally-financed project, assuming the loan can be negotiated. The site covers about 800 acres of land now under

-James J. Butler.

#### National Delivery Association Advertising Will Be Passed on by Federal Trade Commission

WHETHER a corporation which owns no trucks or warehouses may continue to advertise these services, based on the fact that it has operating agreements with concerns owning vehicles and storage space, has gone before the Federal Trade Commission for decision.

The case which raises this point is that of National Delivery Association, Inc., of this city, against which a complaint had been made as a result of its extensive advertising of large facilities for moving, packing, storing, crating and warehous-The preliminaries, including presentation of formal charges, the answer by the Association, and hearing before a trial examiner of the Commission, were concluded a few months ago, and the question was argued orally before the entire Commission late last month.

No indication was given as to when a finding will be handed down.

National Delivery Association is a corporation. It has contracts with a number of individual truckers which provide that the vehicle, or vehicles, owned by the operator shall be devoted to the use of the Association, subject to its order at all times. With a number of other truckers, the organization has contracts which require the operator to respond whenever called, but do not restrict him to exclusive operations for the Association.

The incomes of the Association are derived from a brokerage charge made for work turned over to the truck owners, but each owner is guaranteed a fixed amount of business annually.

Title to the trucks is not in the Association, but that entity assumes full responsibility for the execution of moving contracts, all of which are made in the name of the Association, and makes all adjustments; also carries the cargo insurance.

The exact nature of the contract with warehouse operators was not discussed by the respondent's attorney, Samuel Boyd, at the hearings, other than to say

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that they are in force and effect at all important centers served by National Delivery Association. None of the warehouses are owned or operated by the Association.

In addition to advertising in general terms a large fleet of padded vans, crating, packing and warehousing, the Association runs advertisements of "daily trips" between stated termini, and "weekly trips" between other points. It also lists about ten cities in which, the advertisements say, branch offices or agencies are located.

The hearings developed that the advertised daily and weekly trips are not regularly run, but will be furnished if there are any goods to be moved between the points. It was said that business has been of such volume as to make runs of the type advertised practically a reality.

As to the branch offices, it was explained that the representative in some cities is paid in whole or in part by the Association, while in others he is paid on a basis of commission for work procured. Generally speaking, the representatives have no power to adjust claims.

Attorney Boyd, representing the Association, argued that its operations are perfectly legal and ethical, and charged that the complaint was inspired by a competitor, whose name he mentioned. This was denied by the Commission's attorney.

The company, he said, has been operating for the past ten years, first in a purely local moving business in Washington, and later branching out to do business along much of the Atlantic Seaboard. One of its principal clients, Mr. Boyd said, is the United States Government, for whom it transports War Department materials and a variety of other goods.

Quoting from printed advertisements, he showed that no claim of ownership of vehicles or warehouses has ever been made, the advertisements merely listing the facilities which are at the service of the Association's clients.

Daily and weekly trips have been made between the advertised points whenever shipments have been offered for transportation, this being done often at a monetary loss, Mr. Boyd said, and he argued there is no "public inconvenience" not to make a run when there is nothing to be carried.

"We have no storage warehouses, but we have connections with responsible people who are glad to get our business. If you stifle proper advertising, you stifle business," he warned.

"Would you be willing to advertise as broker?" the attorney was asked by a member of the Commission.

When the lawyer hesitatingly protested it wouldn't be fair to the Association so to require, the Commissioner demanded to know if it is not a fact that the business is that of brokerage, and when Mr. Boyd answered affirmatively, the Commissioner shot back:

"Then you object to facts; you'd rather have the public conclude ownership?"

Mr. Boyd denied any desire to mislead, but placed his objection on the ground that the word "broker" is subject to misinterpretation. He also recalled to the Commission that the term is distasteful to the general public "since 1929."

R. N. McMillan, Commission attorney, charged deception as to responsibility and identity in the Association's advertising.

"It is not a question whether the company owns its own trucks; it is a question whether it represents that it owns them when it does not," he argued.

The advertising of daily or weekly trips is not justified when, as a matter of fact, these runs are made only when there is merchandise to be carried, he protested. The deception on this point, he stressed, comes from the fact that the general public is given the impression that the regularity of trips means that a lower charge will be made for transportation of its goods, than could be made by a mover who must make the trip for the exclusive benefit of one shipper.

On the company's own admission that it is not the owner of trucks or warehousing facilities, that it does not make daily or weekly trips between fixed points, and that many of its branch offices are merely agencies on a commission basis, the Association should be required to desist from its present form of advertising and state the actual facts, Mc-Millan recommended.

-James J. Butler.

#### I.C.C. Gets Complaint that Erie and P.R.R. Violate Act Through "Delivery" Tariffs

C OMPLAINT that the Eric Railroad and the Pennsylvania Railroad are furnishing drayage service in the City of New York at rates ranging from one-half cent to 6 cents per 100 pounds, when it actually costs the railroads not less than 12 cents per 100, has been filed with the Interstate Commerce Commission by the Merchant Truckmen's Bureau of New York.

The protest, received by I.C.C. on Oct. 2, asks that investigation and hearings be conducted, after which orders be issued fixing minimum just and reasonable charges, thereby wiping out existing unfair competition with private truckers.

The Merchant Truckmen's Bureau has a membership of 200, operating approximately 3,000 vehicles. A large part of its business is between railway receiving and delivery stations on the one hand and places of business and residences of shippers and consignees in New York City on the other. They are licensed by the State and the city.

Discussing the motor delivery system which has been set up by the railroads to transport merchandise and property to the doors of consignees, the complaint sets out the following:

"Such trucks or drays are not as a rule owned by defendants but are provided by them by means of certain arrangements and agreements between defendants on the one hand and the owners of such trucks and drays on the other hand according to which the use of such equipment in the particular haulage within New York City hereinabove de-

scribed is in behalf and for account of defendants.

"... such trucking and drayage operations are generally known as and for convenience are described as 'collection and delivery service'."

Referring to the low service charge for hauling which is exacted by the railroads, the complaint continues:

"Complainant is informed and believes and therefore avers that in providing such 'service' of collection and delivery, the defendants pay not less than 12 cents per 100 pounds, subject to a minimum of 35 cents per shipment, to those who own the vehicles so operated in such service, which payments are so made in consideration of the use of the vehicles, manning with crews, furnishing of fuel, and conveying the goods over city streets and highways in such service in behalf and for account of defendants and for collection of charges."

It is charged that the rates fixed by the railroads for their "collection and delivery" service are violative of the Interstate Commerce Act "in that they are materially less than the separate costs incurred by defendants in providing and performing such particular service as hereinabove described."

The complaint is signed by Arthur G. McKeever as managing director of the Merchant Truckmen's Bureau.

-James J. Butler.

#### A. C. Smith Tells Press NRA Aids Collections

THE storage business has felt the benefits of NRA in the form of better collections, according to Arthur Clarendon Smith, secretary of Smith's Transfer and Storage Co., Inc., who played a leading role in the Nation's Capital Blue Eagle Week.

The observance of Blue Eagle Week was calculated to enlist consumers in a movement to buy only where the NRA insignia appears and where approved Codes or the president's Recovery Agreement are observed. It was directed by a group of Washington's civic leaders, among them Mr. Smith, several of whom contributed statements to the press as a part of the drive. Said Mr. Smith:

"Those of us in the storage and transfer business know that NRA has not only given people more money but has taken the fear out of others who had money and were not spending.

"For instance, in the payment of shortage bills, collections have been much better since NRA started. The increase in payrolls in storage and transfer companies has been a considerable item, but these increased payrolls have been spent, for the most part, with Washington merchants, who have been in turn been in a better position to use the services of our companies.

"If the people of Washington fully realized how NRA has helped, and can continue to help, every patriotic citizen would not only be an NRA booster but would make it a conscientious duty to trade with companies which have the right to display the Blue Eagle."

## An American Warehouseman Looks to Soviet Russia

By C. A. ASPINWALL

President, Security Storage Company, Washington, D. C.

ET me first confess that I spent but a few short days in Russia, and what I say is compounded of what I saw and what I read. On the boat going to Leningrad I read a round dozen of books on Russia, and I had read a number before. Books favorable to the Soviets; books sharply critical; books of dispassionate discussion, such as "Duranty Reports Russia"; and the several books of Maurice Hindus.

As a matter of fact, what does any one person know about the Union of Soviet Socialist Republics? It is a vast land with 160 or 170 million people. We think America has a mixed population, but in the Soviet Union there are around 200 languages spoken. They conduct schools in seventy different languages. How can any one know much about such a country?

Moreover, what one sees and reports today may be changed next year. A great struggle is going on. Humanity, as Hindus says, is being uprooted. A new and different civilization is being developed. Changes are rapid. The traveller that described the great "Chinese" wall in Moscow last year would be surprised to hear that

there is none there, as next year's traveller will relate. The observer that reported the peasants stubbornly resisting the efforts to make them join the collective farms might well be surprised to be told that that resistance has been worn down by a combination of concessions and force.

So if what I write contradicts what some other returned traveller has said, don't call either of us liars.

Besides the Editor asked me for this article, so I may at least plead, in extenuation of rushing into print on Russia after such a brief visit, "that I was talked into it."

It might be well to clear up here a few misapprehensions frequently met about the Soviet System. In the first place it is not a Communistic Government. It is State Capitalism. Workers are paid money wages and they buy what they need with money. Wages are not uniform and piece work pay is very prevalent. Ownership of property is not prohibited, nor is inheritance. Russia is not run by Jews, nor are all churches closed.

Let us consider the business aspects of the Soviet Union and the differences between business conduct there and with us.

THE first thing to think about is that the profit motive is absent from all business transactions. What a whale of a lot of difference that makes! And how much it explains, if one stops to remember it, the differences encountered in trying to do business in Russia.

You want some goods moved. You want to buy goods or service. You are accustomed to feel that you are favoring the seller by your order. He should be grateful and appreciative and he is.

But not so in Russia. Rather to the contrary. The seller of goods or service in Russia has no reason to care a single hoot whether you buy or not. He is a cog in the state machine. The corporations are all state-owned and they haven't any desire to have you buy any more than you actually need. If you buy two suits of clothes you will have to go without buying something else from the self-same merchant—the state.

Business in Russia is relieved of a good many expenses that are a necessary part of our business. There is no advertising expense. That's a saving of hundreds of millions. There are no credit losses and no credit. Delivery expenses are a small fraction of ours, as there is no delivery except for large articles. Added to these is the elimination of all the vast costs of making buying easy and attractive, such as window-dressing, exchange of purchases, fancy

THE accompanying article by Mr. Aspinwall, recognized within household goods warehousing as one of this industry's leaders with vision and experience, was written at the suggestion of Distribution and Warehousing's editor following the Washington executive's recent return from Russia.

Here is a series of vivid impressions of conditions, warehousing included, in the Soviet country. To every thinking business man we commend a full reading of Mr. Aspinwall's story.

packaging, salesmanship in all its manifestations.

It seems obvious that all of this provides a great saving in the cost of doing business and should result in lower prices to the consumer. It also saves the huge waste of consumer goods due to style changes and to the fictitious demand created by advertising and high pressure salesmanship.

But this saving may not be as great as one would at first calculate. The necessity of doing business at a profit in capitalist countries is a constant stimulus to efficiency, to the most minute and careful study of costs and to the invention of new devices and processes.

All of our elaborate cost accounting, our studies of the values of space, and location, our labor saving machinery, have had their inspiration in the need for profits, and it is difficult to find any motive in the Soviet system which will take the place of the motive of profit as an urge to efficiency and improvement.

It is probable that the savings above mentioned, due to lack of advertising, salesmanship, etc., which can be calculated with some accuracy, will at the present overbalance the loss due to lessened efficiency. This is probable because at the time there is a tremendous zeal and enthusiasm for the Socialist state motivating a considerable portion of the Soviet population, especially those in the cities, and furthermore because the improvements in methods and machines which are produced in the capitalist world may be copied by the Soviets.

But the Soviet ideal is a world revolution resulting in a Communistic world; and should their dreams ever come true, then incentive for invention, efficiency and improvement provided by the profit motive would everywhere be missing. In such an event it may be predicted that initiative and invention will decline. It

is true that the departure from the Communistic ideal involved in the adoption of piece work pay and other rewards for individual production will provide a motive for individual effort, but there is still lacking the urge to constant vigilance and care, the close watching of costs, the constant effort to find improved methods that are as much a part of management in American industry as is sales promotion.

Take warehousing as an example. There are warehouses, of course, at the rail and water terminals in the Soviet Union. But will you find the manager of a Moscow warehouse burning the midnight oil to figure out plans for being of more service to manufacturers? Will you find him proving to the industrialist that he can actually save him money in acting practically as a branch house? Will you find him devising means of speeding up deliveries, keeping accurate records of stock, avoiding wastage by rats and vermin, carelessness in handling, etc., etc.?

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I saw no evidence of any such zeal and it is hardly to be expected that it will be found.

Is it supposable that all the perfection of care in the handling and preservation of household goods in storage that have marked the growth of this branch of warehousing would have developed under a system where the less you stored the less trouble you would be to the warehouseman?

Of course, there will be those who will say it would be a darn good thing if moving and storage weren't made so easy, and people would stay put. That restlessness is the curse of America, and we would be happier if we had never seen most of the labor saving devices and the modern inventions.

Sometimes I am inclined to agree, but that is quite beside the point.

Household goods depositories are nonexistent in the Soviet Union. The urban population live in crowded tenements and apartments. A three-room apartment is luxurious, and one is the average. One of the most important foreign journalists told me he had a four-room apartment, and was very fortunate. It should be remarked parenthetically that this condition is being improved and presently the housing conditions will be The new apartments that were building last summer were of two and three rooms. It must be remembered that both Leningrad and Moscow have been growing at a tremendous rate, and it is little wonder that building has not kept pace with the growth in population.

The furniture is all urgently needed now for use; and should the owner not have need for it, some one else will. Moving vans which are familiar sights on the streets of every American city, and most of the cities of Europe, are absent from the streets of Leningrad and Moscow.

It is a twelve-hour journey from Leningrad to Moscow and the trip is accomplished without discomfort, and the trains are not less punctual than ours. There are three classes of transporta-

tion-Hard (3rd); Soft (2nd); and, on most lines, International Sleeper (1st). The Russians must be great travellers, for the stations are as crowded all the time as the Union Station in Washington during Inauguration time, or the Grand Central in New York on Labor Day. They are nearly all travelling hard class, and they wait patiently for hours and even days for their chance to get space in the trains.

Owing to the great increase in the population the street railway system in Moscow is taxed all the time beyond the condition of the subway trains in New York at rush hours. A subway system of about 30 miles is being built and the work is pushed by four shifts daily. Women, as well as men, are at work on the subway excavation; and in fact, they share in all the laborious tasks that are with us usually allotted only to men.

Women have equal treatment in all things in Russia. There are no positions forbidden to them, and for equal work they receive equal pay. As is well known, they do not cease work at marriage, nor at childbirth. They are entitled to four to six weeks' vacation with pay before and after childbirth, and during the time a mother is nursing a child she is given a half-hour off every three hours for this purpose. Meanwhile the child is cared for in a convenient nursery.

It is difficult to compare the real value of Russian wages with ours. The cost of commodities varies greatly in Russia. If a workman has access to a closed cooperative he will buy his food and supplies at greatly reduced prices. These cooperatives are an adjunct of many of the great industrial establishments. Consideration must be given to the fact that every Russian worker is entitled to two weeks' vacation with pay, free medical care, and hospitalization, free sanitoria, rest houses, sickness and old age allowances, free or cheap burial, and sometimes special rates at amusement places. Consideration also must attach to the fact that in practically every family there are two wage earners-the husband and the wife.

The Russian rouble at the rate of exchange prevailing last August was worth 88c., but the traveller has little need for any currency except his own. All travel arrangements are made through "Intourist", the Soviet "Cooks", and one pays in dollars for the entire expense, including hotels, automobiles, sleepers, meals. Any purchases are made at the Torgsin shops, which are the only stores where foreigners may make purchases. The traveller's own currency is accepted at the shops at the current rate of exchange, and they calculate the prices promptly and accurately.

While the official rate for the rouble was 88c., in the bootleg market its value was about 3c. The Government is able to maintain the value of the rouble at the official rate by stringent rules against the exportation of money and the importation of goods. Every traveller is examined on entering the country and a record made of the amount of money he has with him, and another check is made

when he leaves. This is done to prevent illegal trading, and it is the only way the Russian currency can be held at the official figures. If a traveller could buy his roubles at the price quoted outside Russia, naturally he would buy them before entering the country and then buy goods in Russia at the Torgsin prices, which are based on the official exchange rates.

For instance, I bought a good pair of rubbers for 90c., approximately one If I could, and should, have bought roubles at the outside or bootleg rate of approximately 3c., my rubbers would have cost me 3c. and a pint of vodka 1c.

On the other hand there are some inconveniences caused by this artificial pricing of the rouble. A street car ride costs a foreigner 15c. minimum, and a postage stamp for a card 10c. Taxicab fares and newspapers also are unduly high for foreigners, as these things can't be bought with his own currency.

The efficiency of labor in the Soviet industrial establishments is said to be far less than with us. One observer after inspecting a great factory said the conditions in this respect were deplor-Another considered that it was remarkable in view of the fact that five years ago, on the average, the workers had been peasants on the farms. However, as one of the authorities on Russia says "the machine stands out as an ever growing object of veneration, the great miracle, the great deliverer of the masses." And with this feeling prevalent the new generation of Russians may overcome their clumsiness, their indolence and inefficiency. Some observers claim that the very character of the Russian people is being changed by the utterly new and utterly different civilization that is being built up.

The Russians during the first fiveyear plan have concentrated on building up their heavy industries, rolling mills, power plants, tractor factories, airplane and motor plants, etc. Consumer goods have taken a subordinate place and every effort has been concentrated on placing the country on a self-sufficient basis. Consequently the Russian people have gone on short rations for many things. The first thing that strikes the visitor is the poverty-stricken aspect of the people. Everybody is poorly dressed, it Everyone looks depressed, some seems. say. But later you see that the clothes are not so bad. They are simply un-stylish. The wash waists and skirts are clean, the clothes are adequate for com-fort, but that is all. Hats are seldom seen. Silk stockings are a rarity. If there are any dinner jackets in Russia, they belong to foreigners. As to the depressed looks, have the Slavs ever been a gay people?

Taxis are very scarce. So are baby carriages. There are still some of the old horse-drawn droshkies, looking very dilapidated. I wanted to take a ride in one but my manager said while they might be called droshkies they looked a

### Unfinished Business

By KENT B. STILES

Warehouse executives around the country are currently being singled out as targets in a "con game" so old that it has whiskers on it, and I am hoping none of the fellows has "fallen" for it. who haven't, I happen to know, are Sid Smith, general president of the American Warehousemen's Association, and C. A. Aspinwall of Washington. They investigated the "proposition" and decided to put their hard-earned money to more

useful purposes.

The scheme involves an attempt by a "publishing" firm with a high-sounding name to mulct a business executive by playing on his vanity, human in all of Right now, according to a New York spokesman for the National Better Business Bureau, there are thirteen such "publishers" operating in New York alone; and one of the thirteen has evidently come across a copy of Distribution and Warehousing's annual Warehouse Directory and is broadcasting his 'proposition" by mail to storage executives as prospective suckers.

Here's the letter—signed by the "editor" of a "magazine" with a title suggesting national prominence in the business field-which Sid Smith received:

"A feature article, based on information which has reached us, is being prepared for publication in the forthcoming issue of [name of magazine], commending the efficient progress which is being achieved by the Anchor Storage Co. [of which Sid is president] and reviewing this company's record of service.

'In order to assure accuracy, we will be glad to check the contents of this feature with you before publication, if you so desire. Otherwise, it will be printed in its present form. As press time is fast approaching, your wire or letter to my personal attention will be accorded prompt compliance. Naturally, no obligation is involved in this matter, either

financial or otherwise."

Sometimes this letter is followed up with a long distance telephone call. Warning: if you have received such a letter and if you are honored by a long distance call, have your telephone operator check immediately with the telephone company to make certain that the party at the other end doesn't reverse the charges! That's an "old army game," reversing the telephone charges, and the "publisher" is generally an adept player at it.

The letter quoted states that no financial obligation is involved, but do not be too optimistic. No obligation is involved if the article is not published.

If the prospect succumbs to his vanity

in the first instance, and answers the letter, and asks the privilege of reading and correcting the proposed article, he is then informed that "of course" he is expected to purchase a certain number, perhaps a hundred or a thousand, copies of the issue containing the story. Purchase price may be twenty-five or forty or fifty cents per copy. A thousand copies at fifty cents per would be \$500, or a neat little profit for the "publisher.' Multiply that by, say, fifty victims (not, I hope, warehousemen) and you can visualize the financial possibilities of the

If the prospect "falls," what does he get for his money? In the parlance of the legitimate publishing business and the Better Business Bureau, magazines of this type are known as "punk sheets." Some are hardly more than leaflets in form, and have no national newsstand circulation and no paid subscribers. Which, I suggest, answers the question "what does he get for his money?"

If you've received one of these letters recently, send it on to the National Better Business Bureau, Inc., 405 Lexington Avenue, New York City. The Bureau is anxious to put a quietus on this gyp game.

Advertising, in local newspapers, by members of the cut-rate moving fraternity is a current problem in nearly all communities, and I commend to warehousing trade association executives a thoughtful reading of L. S. Flint's story on page 49 telling how J. F. Rowan, secretary of the Denver group, has found a solution in his city. No harm, and perhaps much good, would result if every local association secretary would bring the text of the story personally to the attention of the publisher of each local newspaper.

A newspaper is in business to make money, as who is not? Profits come out of advertising revenue and not out of circulation. Hence reluctance by an advertising manager, anxious to make a record for himself, to reject proffered advertising, cut-rate or otherwise,

But the owner of a newspaper has a public responsibility, which in turn implies the duty of turning down misleading and gyp advertising.

NRA pacts are Federal law, and a cut-rate mover is violating such statute.

The protest to the publisher should be made on that basis. It is not enough to accept as final the newspaper advertising manager's refusal to reject advertising from movers operating illegal-

ly by virtue of code violation. Go over the head of that individual, if he is adamant, and contact the publisher in person. And go armed with a copy of the Code, with an analysis of moving costs, with a list of the legitimate registered movers, with samples of the cutraters' advertising which has been published, and with the right sales talk on the whole situation. I'll wager nine out of ten publishers will listen sympathetically and act accordingly.

Bill Ford, the Dallas storager, dropped in personally on Ye Ed. on Oct. 29. Bill was in Gotham playing nurse-maid to the Southern Methodist football team which had trimmed Fordham the previous Staturday. . . . A second Huey Long -but, unlike Huey, Bill paid only his own train-fare.

Part of the annual editorial job in getting out the Warehouse Directory is a revision of the industry's growing list of national, sectional, State and local trade associations, including affiliated trucking organizations of which storage executives are members. This work involves exchange of literally hundreds of letters across several months-and the revised list to appear in the 1935 Directory will approach accuracy and completeness to the extent that the trade associations' executives cooperate in supplying information requested.

It may interest you to know that DandW makes a valiant effort to protect each association against unauthorized use of its symbol in the individual listings of warehouse companies as published in the Directory. To achieve this requires (a) revised membership lists supplied to DandW by association secretaries; and (b) the checking of all these lists against the thousands of cards containing warehouse companies' names.

As examples, Wilson V. Little and Ralph J. Wood send the up-to-the-minute membership lists of the American and the National. The symbols AWA and NFWA are marked down on the cards of all companies mentioned in the two lists; and are eliminated from all other cards. Multiply this work by the checking necessary when a hundred association secretaries send in a hundred membership lists and you will visualize what a tremendous task it all is.

In October I wrote all the warehouse association secretaries for their revised membership lists. It is my experience across the years that not all the secre-(Concluded on page 47)

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## Developing New Business for Warehouses

No. 105 Chemicals

## An Industry Which Expanded During the Depression Is Now Turning to the Consumer Market

THE makers of chemicals, representing an industry strangely unknown to most of our population, promises to repeat the romantic rapid growth of the motor industry. Still relatively young, this industry has grown stronger and more far-flung during the worst business depression of all time. It is a coming giant for America, as indeed it was for Germany before the World War—Germany's leadership in chemistry was the secret of her world economic position. The war, however, ruined Germany's preeminence. We have taken her place.

The list of raw materials for chemicals is long. Included in it are many rare substances, often with queer names, and this fact deceives the ordinary person. For, as a matter of fact, none of these rare substances is required in large amounts. Not one of them is difficult to obtain

Ten substances, however, are "material" to the chemical industries. They are the total of the essential raw materials from which are produced a thousand commodities of commerce. We are, furthermore, struck with the simplicity and commonness of these ten. They are: air, salt, lime, coal, natural gas, oil, water, sulphur, corn, and coal tar.

The chemist takes the abundant gift of nature and out of it creates synthetic products which replace other products of nature.

These raw materials we in America always had in superabundance. We always were, too, the world's largest producer of "naval stores" (turpentine, rosin) and of fertilizers. But, until the war, we exported raw materials and manufactured only the simplest of chemicals. Chemical research hardly existed with us—until with a jolt, long

before Germany forced us into the conflict, our country faced a lack of dyes. At the same time our manufacturers felt the need of explosives, which every nation was trying to buy from us. It became imperative, on short notice, for us to develop an active chemical industry. This we did with such efficiency that by 1927 this country had become the world's largest producer of chemicals, as well as its largest consumer and biggest importer and exporter. By that year we were making the greater part of our own requirements of all essential chemicals, and we were importing raw or semi-manufactured commodities not found in the country.

Our share of the world's chemical industry increased from 35 per cent to 43 per cent during the period of 1913 to 1927, while Germany's dwindled from 24 per cent to 17. The war compelled us to develop chemistry, and our growth was at the expense of Germany. Incidentally, Germany's loss as a maker of chemicals is the underlying economic cause of present disorders and one of the threats of another war, although, as in 1913, this cause is beclouded in the headlines by political events—which make interesting reading and glaring items, whereas chemistry makes dull reading and is far above the tabloid mentality of the public.

The increase of American chemicals in the world market is only one sign of the growth of this industry. Its position at home has changed considerably. Comparatively unimportant before the war, the chemical industry is now fourth largest in America; third in amount of capital invested. In 1932 it stood third also in total of income taxes paid to the Federal government—only foods and tobacco being ahead of chemicals.

OF manufacturers, we have hundreds. Their ramifications are endless, because so many of their processes are carried on in unexpected corners of the country. The principal corporations are

these (using their common names):

Air Reduction,
Allied Chemical and Dye.
Allied Chemical and Dye.
American Cyanamid.
Columbian Carbon.
Commercial Solvents.
DuPont.
Mathieson Alkali.
Monsanto Chemical.
Texas Gulf Sulphur.
Union Carbide and Carbon.

There are also the familiar names of Dow Chemical, Eastman, Celanese, Industrial Rayon, the fertilizer makers and a host of drug manufacturers.

Texas Gulf Sulphur, of the leading companies, is the only one making but

one product—sulphur. The others produce a variety of products, so diverse as to stagger the imagination. DuPont and American Cyanamid make the greatest variety of commodities, although close to them come Union Carbide, Allied Chemical, and Commercial Solvents.

The principal grouping of chemicals themselves are:

Naval stores, rosin, turpentine. Pigments, gums, paints, varnishes. Industrial chemicals. Drugs, medicinal and toilet prepara-

Crude drugs and botanics. Fertilizers and fertilizer materials. Explosives, matches, pyroxylin plasics.

Coal tar products.
Aniline dyes and their products.
Mineral dyes.
Artificial mineral waters.
Glue and gelatine.

Chemicals for photographic purposes, Washing and scouring agents. Disinfectants. Rayon.

Of all the chemicals manufactured, few reach the public directly. Medicines and cosmetics are about the only products which come straight to the ultimate consumer. Of the others, more than ninetenths are used in the following ways: in agriculture as fertilizers; by the building trades; by the automobile industry; in the making of textiles; and by other branches of the chemical industry.

This last single group, the chemical industry itself, consumes about 70 per cent of the total output of chemicals. This means that, in general, the products of one chemical company become the raw materials of various other chemical

plants, either within the same corporation or among its competitors.

So complicated is the industrial set-up that mergers have gone on during the depression—the only mergers of consequence in this country since 1929.

quence in this country since 1929.

Dow Chemical has bought and built plants in California; Swann consolidated with the powerful Monsanto Chemical Co.; Mathieson Alkali has acquired the gypsum division of Certain-teed Products Corp.; Air Reduction has bought Dry Ice Corp.; American Cyanamid has purchased General Explosives; American Cyanamid also now owns the Filtration Equipment Corp. which in turn owns the Laughlin process of sewage disposal.

Expansion has proceeded during the depression. The industry has suffered, of course, in total output. Never, however, did it sink so low in production as manufacturing in general; always, year after year, its employment figures have led all industries (in percentage of peak payroll).

#### Still Expanding

THIS industry is one which has benefited by the NRA codes. From top to bottom, code-making has been a boon.

As the codes raised wages and shortened the working day, every employer has sought out mechanical methods to supplant the human hand. Profits can be insured only by so using the brains of management that costs will be cut, despite higher wages and shorter days.

If, accordingly, a furniture-maker finds that lacquer dries in one-fourth the time of varnish, he buys lacquer. The chemical-maker benefits, while the furnitureworker suffers.

When the chemist can develop ordinary camphor from turpentine of the Florida waste land, our camphor comes from that source synthetically compounded; but, somewhere else thousands lose their occupation as farmers.

Or, consider such a dye as indigo. There was a time when 1,500,000 acres of our farm lands were devoted to raising indigo, with an annual crop of 17,000,000 pounds. Then the chemist discovered a way to produce "indigo" from coal tar, and today those million and a half acres are idle or devoted to other crops, the farmers who cultivated them do not raise indigo, and the synthetic indigo is the only dye we know.

Like so many synthetic things, being man-made, these products of the laboratory are more satisfactory because they are absolutely uniform in quality and are stable in price. Neither drought nor the AAA can artificially create a shortage and raise the price.

All about us, new machinery and new chemical substances are being installed to displace labor. The codes have speeded up, beyond any one's guess, that technocracy so much defamed. The machine, and the chemical, are sure to increase, just because no other course is open to the employer.

Therefore the chemical industry is expanding.

Repeal, too, has helped this industry. Chemicals enter all liquors; and, to make their profits yet greater, the chemists have perfected a new chemico-aging technique for whiskey, already in use by the Continental Distilleries of Philip Publiker.

#### Consumers Markets

THE chemical industries are now alive to another market. They are not content to sell 70 per cent of their production to themselves, 20 per cent to other industries, and only 10 per cent directly to the consumer. Drugs, medicines and cosmetics—the products chiefly sold to the consumer—are notably products of the "long profit" sort. That is, the purchaser cannot possibly determine whether the item for which he pays a dollar is worth ninety cents or nine; therefore, to the manufacturer, the middleman and the retailer, such goods carry ample margins.

The chemical-makers covet a larger share of the consumer's dollar.

Air Reduction, which has recently acquired Dry Ice, is planning a wider use of this commodity. During depression, the increase has been rather startling; for, from 40 million pounds in 1929, the annual sales rose to 155 million pounds in 1933.

Other companies are giving their products trade-marked names and now seek the consumers' market. Familiar examples are the half dozen anti-freeze compounds for automobile radiators in winter—each of which has been highly profitable to the manufacturer. During the year 1933, Hydrowaxe entered the market as a brand name for a polishing base; Izen as a waterproofing material for textiles; Latex as a new elastic for garments of all sorts (and most successful); Triclene as a non-inflammable solvent for dry cleaning, either in the home or the professional establishment.

The variety of chemicals entering the every-day life of our people is unsuspected. Hardly would it be possible for us to exist without the products of the laboratory. More than ten years ago, H. N. Casson, Editor of Efficiency Magazine, contrived a sort of story to indicate the importance of chemistry to the individual. It was this:

"What does chemistry mean to me?" asked Mr. Narrowhead as he looked at this page, printed with ink made by a chemical process, on paper also made by a chemical process.

As he pushed back his cuff, bleached by a chemical process, and laced his shoes made of leather, tanned by a chemical process, he glanced through a pane of glass, made by a chemical process, and saw a baker's cart filled with bread, leavened by a chemical process, and a draper's wagon delivering a bale of silk, made by a chemical process. He pulled out his pencil, made

He pulled out his pencil, made by a chemical process, and wrote a reminder in his notebook bound with imitation morocco, made by a chemical process.

Then he put on his hat, dyed by a chemical process, and stepped out upon the pavement of asphalt, compounded by a chemical process, bought a daily paper with a penny refined by a chemical process, and proceeded to his office where he

dealt in a certain chemical com-

pound called coal.

"No," he added in answer to his own question. "Of course not. Chemistry has nothing to do with me."

Chemistry does not overlook the agricultural problem. The crops are used in endless ways.

Look at the bushel of corn It may be made to yield, by the invisible ways of chemistry, 1.4 pounds of oil, or 30 pounds of starch, or 23 pounds of gluten; or, if processed differently, it produces 5 gallons of 100 deg. proof grain alcohol; or, by still another sort of processing, about 11 pounds of various solvents (6.5 pounds of butyl alcohol, 3.3 pounds of acetone, 12.0 pounds of grain alcohol). The lacquering of one ordinary automobile requires from 10 to 12 pounds of these solvents. It is not impossible, indeed, that the value of the chemical derivatives of corn may regulate the price of a bushel, either in combination with the famed "hog ratio" or without considering the use of corn as feed.

This new marketing—by cultivation of the consumer's needs—indicates that the chemical industry, instead of expanding merely by greater sales to other industrial users, will spread out. It will advertise. It will create a host of new brand names, representing products to compete with what already we consume. As "indigo" today originates in the laboratory instead in the field, so "quinine" is man-made instead of coming from the tropical jungles of Brazil, and so "rubber" in another ten years will be grown in our own country and free us from England's monopoly.

The new product, synthetically produced by chemistry, soon monopolizes the familiar name of the product it displaces, although it is the same only in use.

The wealth of Chile, the whole political structure of the country and its national finances, were upset after the War. American chemists invented a way to manufacture nitrates—literally seizing them out of the air by means of the electrical current—and at one step broke us free from a governmental monopoly south of the Equator and at the same time established a vast industry at home.

To cite one illustration of selling chemicals to the consumer. It is an old story, but always worth the retelling.

The Ward Baking Company found that between 4 and 5 per cent of its flour was lost while their loaves were "rising." Through alcohol evaporation and loss of carbon dioxide this quantity of material disappeared before the loaf could be thrust into the oven. Furthermore, inasmuch as this company operates bakeries in several cities, the loss was irregular at different places. One of the Institutes, by chemical studies, provided the company with a simple method to save this 5 per cent of the flour, and also cut the use of yeast to 35 per cent of former quantity, and to introduce absolute uniformity among all cities. (This difference was due to salt in the water in unequal quantities at different places.) To the

(Concluded on page 57)

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## What's New

## Shop Equipment Accessories Trade Literature

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to DISTRIBUTION & WAREHOUSING

- 1—Turn Signal for Trucks. A new heavy-duty, illuminated turn signal, consisting of four individual lamps. The pair for front mounting have illuminated pointers front and rear and hollow bolt mounting which makes them practical for fender mounting. The lights for rear mounting have almost universal brackets of sturdy design. A feature is a pilot in the form of a sound device which warns the driver when the signal is illuminated. Very little glass is exposed, thus minimizing chances for breakage. Maker, Turn Signal Corp., Philadelphia.
- 2-Slide-Rule Color Match Guide. The Opex guide covers the entire range of shades,
- from light to dark in each color family, making possible the finding of a color match for almost any color, new or old, bright or faded. Six hundred matches are furnished and in each instance, the painter is offered two suggested trim colors from which to choose, as well as one stripfing color.
- 3-Sleetex Shield Wiper. Designed for winter driving, the blade fitting the present windshield wiper. The cushion of the Sleetex blade is filled with an ice dissolving substance which gives a constant defrosting action. Retail price, 40 cents. Maker Sleetex Co.
- 4—Schrader Tire Valve. New type, having large rubber base moulded to metal stem. Rubber base is cured to inner tube, thus
- eliminating all joints around valve base. New curing method avoids clamping valve in place with nuts and washers. Valve will readily pull back into tire in case of a flat, if rim nut is not used.
- 5—Cylinder Ridge Reamer. The new Thomas model removes the ridge on the cylinder wall at upper end of piston ring travel. Will handle engines from 2% to 5-in. bore. Easily adjusted and only 1½ lbs. in weight. Maker, National Machine & Tool Co.
- 6—Buell Air Horns. High pressure type, operating from a reserve tank or the air brake assembly. Only one moving part in sounding units, a floating flat strip of non-corrosive metal requiring no adjustment. A wide range of signal sounds is available. Made by Buell Mfg. Co.

### Keep Posted on Trade Literature

- 7-Tire Hand Book. A new 40-page booklet on truck tires containing information of more or less technical nature, such as specifications and methods of determining tire mile cost per mile. Also included is a table giving the weights of various commodities, and a changeover guide for 1½-ton trucks. Given free by B. F. Goodrich Co.
- 8—Piston Ring Manual. A 12-page booklet that points out the different kinds of piston ring installations required by various engines, whether they are worn, new or reconditioned. Wilkening Mfg. Co. issues same.
- 9—Mechanics' Hand Book. A 31-page book-let that illustrates and describes a few of the most important service jobs and the latest practice for handling them. It shows how to service flywheels, pistons, brake drums, connecting rods, valves, armatures, bushings and differentials. Prepared by South Bend Lathe Works.
- 10—Spark Plug Chart, Lists truck models of various makes with recommended spark plug types for normal service and extreme service conditions. One hundred and sixty-six makes of vehicles are included in the compilation.
- 11—Executive Thinking. This 16-page booklet discusses the trailer principle in highway transportation and charts the course an operator should follow to determine how to make use of semi-trailers and four-wheel trailers. Published by Fruehauf Trailer Co.
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- 15—Truck & Trailer Size & Weight Restrictions. A new 1934 edition of 56 pages covering the laws for each state and arranged in alphabetical order for quick reference. The interpretations of the laws are arranged in tabular form and are approved by a responsible public official, assuring authoritative interpretation of the laws. Published by Four-Wheel-Drive-Auto Co.
- 16—"Cutting Distribution Costs with Motor Trucks" represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.
- 17—Wheel Handbook. Besides serving as a catalog of wheels, hubs and parts, this book includes diagrams identifying different types of rims and lists the Tire & Rim Assn. dual spacing, giving information about change-overs, and facts about wheels for Chevrolet and Ford trucks. Published by Budd Wheel Co.
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## MOTOR FREIGHT and

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## President Assures No Drastic Truck Regulation Yet

Transport Group Urges Study

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

TED V. RODGERS, chairman of the temporary national Code Authority for the trucking industry, and representatives of five other groups interested in the problems of highway transportation were given an audience by President Roosevelt on Oct. 17 and placed before him a brief opposing Federal regulation of trucks and buses.

President Roosevelt assured the committee that no drastic legislation affecting such vehicles would be enacted at the forthcoming session of Congress.

Accompanying Mr. Rodgers were Herbert P. Sheets, representing the National Retailers' Council; Chester Gray, for the American Farm Federation Bureau; Frederick Brenckman, for the National Grange; Arthur M. Hill, president of the National Association of Motor Bus Operators; and Roy F. Britton, director of the National Highway Users Conference.

In addition to their verbal presentation the spokesmen for the conference submitted a brief the high lights of

which are as follows: 1. That interstate motor transport is now subject to Code regulation, that great progress is being made in the elimination of improper practices and unfair competition, and that hurried Federal legislation would destroy the benefits and prevent the accumulation of experience and data which could be made the basis of intelligent legislation if found necessary

in the future.

2. That restrictive legislation would adversely affect employment, as there are today more than one million people employed in for-hire truck and bus operations, or substantially as many as are employed by the railroads; and that the actual return to the railroads of the small volume of so-called lost business would not increase railroad employment by one man, the records showing that they actually decreased employment by 10.53 per cent during the heavy business period of 1923 to 1929.

3. That the demand for Federal regulation of rates and practices of inter-

state motor transport is primarly of railroad origin and is "an ill-advised effort to turn back to the railroads that small portion of business they have lost by reason of more expeditious and more economical truck and bus services."

4. That the extent to which motor transportation has been a factor in the reduction of railroad business in recent years has been "grossly exaggerated," and that this loss has been more than offset by the large volume of business accruing to the railroads from motor transport sources.

5. That the restriction of highway transportation services would result "in a great increase in the cost of transportation of passengers and commodities and would add to the delivery costs of millions of producers and consumers, which the business of the country can ill afford at this time."

6. That the rates for highway transportation "must be based exclusively on the cost of the service rendered," without reference to the rate structures of any other form of transportation.

7. That highway users are opposed to the placing of motor transport under the Interstate Commerce Commission, as the inevitable tendency under such a set-up would be "to freeze highway rates at railroads levels," thus adversely affecting the public interest and particularly the interest of the farmers.

8. That no blanket form of regulation would fit the conditions, even as regards the for-hire elements in the motor transportation industry, and that when the period of Code regulation is over, bus operations should be dealt with in a separate and independent measure if Federal legislation is found necessary.

9. That there is serious question as to the possibility of regulating the for-hire elements in the motor trucking industry effectually "without unduly suppressing the operation of private vehicles used by agriculture and by industry as plant facilities.'

10. That the "subsidization" argument advanced as a reason for the "equalization of competition between rail and motor carriers" wholly overlooks the fact that trucks and buses, while constituting only 13 per cent of all motor vehicles. pay \$250,000,000 a year, or 25 per cent of all motor vehicle taxes.

The committee cited and indorsed the findings of the Joint Committee of Railroads and Highway Users, which, in its report of Jan. 30, 1933, said that "no legislation should be enacted which has for its purpose the stifling of any legitimate form of transportation;" and in a report of Feb. 13, 1933, saying that "we cannot invent restrictions for the benefit of the railroads."

The brief to the President was joined in by members of the advisory committee of the National Highway Users Conference, which represents automobile manufacturers, farmers, petroleum producers, milk dealers, bakers, grocers and rubber manufacturers; and by publishing, livestock, butter, vegetable-growing, food, apple, motor bus, asphalt, paving brick, automotive equipment and other interests organized nationally.

The text of the brief presented to the President follows:

"Recent developments have led to the very general assumption that legislation for the coordination of the transportation agencies of the country will be initiated at the next session of Congress.

"At the same time, there is an insistent belief that you will be urged to recommend that additional regulation of interstate motor transportation be made a part of such legislation.

'Knowing that your primary interest is in the public welfare, rather than in the exigencies of any particular form of transportation, the undersigned respectfully submit some observations which we ask that you carefully weigh before you lend your support to any fundamental change in national transportation

"An important factor directly associated with the Administration's policies which should be given serious thought is that of Code regulation. At the moment the bus and truck operators are subject to Federal regulation in that ted

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# TRANSPORTATION

by F. Eugene Spooner

they are under Codes of Fair Competition, which you have approved, in accordance with the provisions of the National Industrial Recovery Act. The industries are making great progress under these Codes in eliminating improper practices and unfair competition.

"The benefits that are expected to result from the Codes would be seriously retarded through precipitate, blanket regulatory legislation at this time, and the expense incurred by members of these industries in connection with their Codes, amounting to more than \$1,000,000, would be largely wasted.

"It is also expected that a great amount of factual information relating to highway transportation, which will be of value to the Government and to the industries themselves, will be accumulated by the Code Authorities, if they are allowed to continue. These data should be the basis upon which final determination of the character and extent of permanent Federal legislation should be hased.

"On Jan. 30, 1933, a Joint Committee of Railroads and Highway Users, appointed by the Association of Railway Executives and by the National Highway Users Conference, respectively, issued a report, the first paragraph of which reads as follows:

"The public is entitled to the benefit of the most economical and efficient means of transportation by any instrumentalities of transportation which may be suited to such purpose, and no legislation should be enacted which has for its purpose the stifling of any legitimate form of transportation. The supreme test must always be the interest of the public. The public's right to the selection of the agency of transportation which it wants and which it finds most useful must be respected."

"On Feb. 13, 1933, the National Transportation Committee, appointed at the instance of seventy insurance companies, financial and education institutions, made its report and had this to say:

"One thing is certain; automotive transportation is an advance in the march of progress. It is here to stay. We cannot invent restrictions for the benefit of railroads. We can only apply such regulation and assess such taxes as would be necessary if there were no railroads, and let the effect be what it may."

"We heartily subscribe to these conclusions and respectfully recommend them to your attention. International Announces Models Ranging from 1/2 to 5 Tons



International Harvester's new 2 to 3-ton Model C-40 with 170inch wheelbase; mounted on it is a 12-foot panel stake body

NEW truck models ranging from ½ to 5 tons in capacity have been brought out by the International Harvester Co., Chicago. All are of streamlined design, which is carried out in cabs and in panel bodies. Suitable body types to meet all hauling requirements are available. Another feature is the new finish, consisting of the latest type of enamel, which is baked on and which holds a permanent gloss after the trucks are in service.

The forerunner of this new line, the ½-ton Model C-1 announced some time ago, carries the same distinctive lines and finish

The new models include the C-20, 11½-ton, having a maximum allowable gross weight of 8,300 pounds. It is powered by a 4-cylinder engine and is built in two wheelbases, 133 and 157 inches.

The 6-cylinder Model C-35, available in 136, 160 and 175-inch wheelbases, is powered by an IHC Model FAB-3 valve-in-head engine, developing 78 h.p. at 3,400 r.p.m., and 160.4 pound-feet torque at 800 r.p.m. Compression ratio is 5.4 to 1 and displacement 222.7 cubic inches. The rated capacity of this model is 1½-2 tons, with a maximum allowable gross weight of 10,400 pounds.

Model C-40, 2-3 tons, has a maximum allowable gross weight of 13,000 pounds. It is equipped with the same powerplant as the C-35, but instead of a 4-speed conventional-type gearset it has a 5-speed

unit. This model is avalable in 145, 155, 170, and 185-inch wheelbases.

Model C-50 has a maximum gross weight of 16,100 pounds, with a rated capacity of 3-4 tons. It is built in 145, 156, 170 and 185-inch wheelbases. The 6-cylinder valve-in-head FBB engine is used; this, like the FAB, has replaceable cylinders, exhaust-valve seat inserts and replaceable precision-type bearings. Cubic-inch displacement is 278.7, the bore and stroke respectively being 3% by 4½ inches and developed horsepower 82.3 at 2,800 r.p.m. Peak torque of 191 pound-feet is developed at 800 r.p.m. The rear axle is of the spiral bevel gear full-floating type.

Model C-55, built to carry a total of 14,000 pounds, and rated at 3½-4½ tons, has a maximum allowable gross weight of 21,500 pounds.

Model C-60, 4-5 tons, has the same maximum allowable gross weight.

These models are alike with the exception of the rear axle. Model C-55 has a spiral bevel drive-gear rear axle, while Model C-60 has a double-reduction axle with herringbone gears for the first reduction. Both rear axles are of the full-floating type. These models are in 140, 156, 170, 190 and 210-in. wheelbases.

The powerplant of the Model C-55 is the 3% by 4½-in. 6-cylinder FBB-3, valve-in-head type with replaceable cylinders and valve-seat inserts. Displacement is 298.2 cubic inches, and peak torque is 213.5 pound-feet at 800 r.p.m.

"The demand for regulation of the rates and practices of interstate motor transport, including the fixing of rates for motor carriers, is very largely of railroad origin. We consider it as an ill-

advised effort to turn back to the railroads that small portion of business they have lost by reason of the advent of more economical and more expeditious truck and bus services and the failure of the

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railroads to adapt themselves to new conditions.

"The suppression of these services would inevitably result in a great increase in the cost of transportation of passengers and commodities and would add to the delivery costs of millions of producers and consumers, which the business of the country can ill afford at this time.

"We submit that the extent to which motor transport has been a factor in the reduction of railroad business in recent years and has affected the status of railroad securities has been grossly exaggerated. In the main, the loss of business by the railroads was due to depressed conditions and internal organization weakness. This is equally true of their securities, to the defence of which there has been an unprecedented attempt

to rally public sentiment.

"As an offset to such business as the motor carriers have taken away from the railroads, it should be pointed out that 13 per cent of railroad car-load revenue is derived from the production and use of motor vehicles, and highway building. In a single year, the railroads receive from petroleum products alone more revenue than they receive from all the wheat, corn, oats, tobacco, cotton and potatoes transported in the United States. Therefore, and wholly aside from the question of public policy involved, the railroads themselves would suffer substantial freight losses as a result of any material reduction in the volume and business of these industries and activities affiliated with highway transport.

"You are, of course, deeply interested in the question of employment. There is no reason to believe that an increase in railroad business would materially contribute to employment. During the period 1923 to 1929, when the volume of railroad business was exceptionally large, the railroads of the country reduced the number of their employees by 10.53 per cent. It has been stated on railroad authority that they could increase their present volume of business 20 per cent without any increase in the number of people on their payrolls.

"The Federal Coordinator of Transportation estimates that intercity trucks carry 9.4 per cent of the freight traffic of the country, so it is apparent that if all of this business were returned to the railroads their employment would not be

increased.

"On the other hand, there are today more than a million people employed in 'for hire' truck and bus operations. In other words, 'for hire' motor transport, with only a small portion of the country's traffic, gives employment to substantially as many workers as the railroads. Restrictive, hampering legislation could not but have an adverse effect on this large and widely scattered group. It goes without saying that any considerable reduction in the volume of highway transportation would have a most adverse effect on employment generally.

"The primary consideration in any approach to the problem of coordination, regulation, and the feasibility of such steps, is the effect on the public gener-

ally—producers, shippers, and consumers. To place highway transportation under the jurisdiction of the Interstate Commerce Commission is bound to increase the cost of transportation to the public. This is particularly pertinent as regards the farmers of the country. For many years, the prices of farm products have been greatly depressed, while there has been a constant increase in railroad rates. To freeze highway rates at railroad levels, as would certainly be the tendency under the contemplated form of regulation, would assuredly not be in the public interest.

"That this is the belief of those who are well informed on the subject, and truly represents the opinion of the large body of the producing and consuming public, is indicated by the nature and variety of groups which opposed the passage of a bill to regulate highway transportation when it was pending before the House Committee on Interstate and Foreign Commerce during the last session of the Congress, as follows:

"American Farm Bureau Federation; National Grange; Farmers' Union; National Industrial Traffic League; American National Live Stock Association; American Newspaper Publishers Association; National Cooperative Milk Producers Federation; National Dairy Union; American Association of Creamery Butter Manufacturers; also, a large number of State organizations representing the various classes of shippers.

"Experience proves that the views of these groups are sound. In those States where the power to regulate motor transport rates has been exercised the actual practice is to relate such rates to existing railroad charges rather than to base them on the cost of motor transportation itself. A survey discloses that this was the experience in all but four such states.

"Obviously this is the natural inclination of any commission which has regulatory jurisdiction over both forms of transportation; and it is equally obvious that this tendency does not favor the shipping public.

"In order that the public may enjoy the benefits of highway construction and the use of modern vehicles, highway transportation rates must be based exclusively on the cost of the service rendered. This is what Code regulation provides as regards both the truck and the bus industries.

"It seems clear that in the coordination of transportation agencies the aim should be to protect the public from the detrimental effects of high transportation charges by permitting a reasonably free play of fair competition rather than to eliminate the economies of motor transport by arbitrarily raising rates to railroad levels.

"There are in the United States 45,000 communities containing more than 10 per cent of our population which have no railroad facilities and are wholly dependent on buses and trucks as their only instrumentalities of mass transportation.

"These communities are served by all classes of vehicles, and any govern-

mental policy which restricts or suppresses the operation of such vehicles will impose a great hardship on large groups of cur population.

"While regulation is primarily directed at the 'for hire' motor carriers it is seriously questioned if it is possible to regulate them effectually without unduly suppressing the operation of private vehicles used by agriculture and by industry as plant facilities.

"No blanket form of regulation will fit the condition even as regards the 'for hire' elements in the motor transport

industry.

"Bus operations have many of the characteristics of a transportation system. Interstate bus movements may be regulated in the public interest without adverse effects on other types of vehicles. In fact, the bus operators of the country have for years advocated Federal regulation. We strongly urge, however, that if any time, either during or after the period of Code regulation, it is found desirable to regulate motor transport by legislation, the regulation of the bus industry should be dealt with in a separate and independent measure.

"Truck movements are in a different category from bus operations. They cannot be considered as a transportation system, consisting as they do, of millions of separate unrelated daily operations by common carriers, contract carriers, and private carriers. Manifestly, these differences should be considered before the application of a rigid formula is at-

tempted

"A very substantial proportion of the freight carried by truck today consists of foodstuffs, milk, bread, fruit, vegetables, and livestock, which experience has demonstrated can be handled more economically, more speedily, and with a smaller degree of loss, by motor carriers. It is vital to the health and welfare of the American home that these advantages should be preserved.

"The contention is sometimes advanced that extreme regulation of highway transportation is justified because the motor carriers are the beneficiaries of alleged governmental subsidies. On this point the following facts are perti-

nent:

"The motor vehicle owners of the country are now paying over one billion dollars a year in the form of various special user taxes and fees for the construction and maintenance of highways. A large percentage of the truck and bus travel is over the main highways which are constructed and maintained from these sources of revenue.

"Trucks and buses constitute only about 13 per cent of all of the motor vehicles but they pay over 25 per cent, or more than \$250,000,000 of this special tax bill for highway construction and

maintenance.

"The Federal Coordinator of Transportation is at the moment engaged in studies and surveys, the aim of which is to determine the extent, if any, to which motor transportation is the beneficiary of a subsidy, and also to ascertain what the allocation of motor taxes should be as among the various types of

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whicles using the highways. These are difficult, controversial, but highly important questions, and after we have had an opportunity to study the Coordinator's findings we would like the privilege of placing our views before you in more definite form than seems necessary at this time."

-James J. Butler.

#### Eastman Favors Federal Regulation of Trucking

FEDERAL commission regulation for all forms of transportation, trucking included, is favored by Joseph B. Eastman, Federal Coordination of Transportation, he told the American Trucking Associations, Inc., during the latter's convention in Chicago late in October.

"Common transportation for hire has from time immemorial been regarded as a public business all over the world," Mr. Eastman said. "It is too vital to the well-being of the people to be regarded in any other light, and it has always been recognized that it is a proper subject of public regulation.

"The essentials, from the public standpoint, are safe, reliable, and convenient service at known, dependable, and reasonable rates, free from unjust discrimination, by responsible operators able to operate with economy and efficiency and with sufficient financial strength to expand as need develops and take advantage of all improvements in the art of transportation.

"It has also been found, not from theory but from actual, practical experience, that public regulation is necessary to produce these results. . If the door is opened wide to permit all comers to engage in the business regardless of the public need or their own qualifications and to charge at will for their services, the result is cut-throat, chiselling competition which leads to all manner of rank discriminations, usually in favor of the big fellows who have the most business, and to unreasonable rates where opportunity offers, and winds up in a financial demoralization which imperils safety and good service, undermines labor, destroys the stability which good business conditions demand, and eventually stops the investment of funds necessary to development. Whatever advantages shippers may at first seem to gain in such a free-for-all fight are wholly temporary. They do not last and in the end the whole country is thrown back for a loss.

"There may be those who dispute these propositions, but if such there be, they have not read their history well. They will not be disputed by experienced and responsible operators of the railroads, and I do not believe that they will be disputed by experienced and responsible operators of the trucks. They may be disputed by some of the truck manufacturers, second-hand dealers, and brokers; but they have special axes to grind and are not the men who bear the heat and burden of the day in truck transportation. Certainly there is no dispute from the American Trucking Associations, if I understand the situation correctly. The

question which this organization raises is only with respect to the extent to which public regulation should go and the form which it should take.

"So far as the trucks are concerned, the NRA Code is not a reluctant confession but instead a direct assertion of the need for regulation within your own ranks. It was upon your insistence, as I understand it, that price-fixing provisions were made a part of the Code, although you were not wholly satisfied with the substance of those provisions. The Code is called self-regulation, but it is dependent upon a statute of Congress, and ultimate authority and responsibility rest with public officers. Theoretically, at least, it is a form of public regulation.

"So far as the railroads are concerned, motor truck operators have direct proof of the need for their regulation, judging by the frequency with which they appeal to the Interstate Commerce Commission for protection against what they believe to be unfair and unreasonable railroad rate reductions. Unless the present situation is changed, the demand for such protection will greatly increase, for I venture to guess that the railroads have only made a feeble start on what they may deem it necessary to do in the way of competitive rate cutting.

"Let us get to the meat of the matter, then, and consider what form public regulation should take and how far it should go. So-called self-regulation by Code is the answer that many of you may give. If that is a good thing for the trucks, why not for the railroads? Let us be fair about it, have self-regulation all along the line, abandon the Interstate Commerce Commission, and leave each form of transportation to its own devices with a little seasoning of minor Government oversight. I do not believe that the country wants that or, upon consideration, that you will want it.

#### Public Interest

"Lest there be misunderstanding, let me say that I have no complaint to make of the Code. It has accomplished some good results. It is much better than no regulation, and I certainly hope that you will keep on with it until something else takes its place. I also heartily approve the idea of a strong central organization for the trucking industry, just as I approve such an organization in the railroad industry. It is the only way to deal effectively with the matters which are of common concern to you all.

"But I do not believe that either the Code or a central organization or both will fill the bill. No business which is so affected with the publc interest as transportation clearly is can regulate itself to the satisfaction of the country, even with Government help. There are too many people outside the industry who have a direct and vital interest in what it does and who have a right to be heard. It is a public and not a private business and must be dealt with accordingly.

"I vote, therefore, for commission regulation. But if there is to be such regulation, shall there be a separate commission for each form of transportation or one for all? To my way of thinking there is only one answer to this question. I see no way of getting consistent, impartial, and coordinated regulation directed to a common end unless a single Federal agency has responsibility for the entire transportation situation. The proposition is almost self-evident. Separate commissions are bound to work at cross purposes. Each will become the partisan of its own form of transportation; each will see one corner of transportation and not the whole picture; their policies will pull in many different directions; the transportation muddle will still be with us.

#### The I. C. C.

"Now I come to the question which seems to be worrying you most of all. The single agency would naturally be the Interstate Commerce Commission, and you fear that the trucks would not get a square deal at the hands of that body, not because its members are not honorable men, but because you believe that they have been so busy with regulating the railroads for many years that they will see your problems with rail-road spectacles and will not be able to understand or appreciate the very different conditions and many special circumstances which surround truck transportation. You say that they are railroad-minded'.

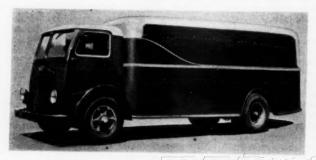
"As you may know, I have been a member of the Commission for fifteen years, and no doubt I am a prejudiced witness. My observation is that judging by the opinions about it, the Commission had as many colors as a chameleon. To Wall Street it has been the victim of demagogues, particularly farmer agitators. To some of the latter, it has been the tool of Wall Street. The South thinks that it favors the wealthy East. The East thinks that it favors the South and the West. The railroads are certain that it has been unduly considerate of the barge lines and the Panama Canal steamships. The water lines, like the trucks, are sure that it is 'railroad-minded'.

"Personally I know it is made up of intelligent men sincerely trying to do their duty and without regard for politics or other like influences. It may be that one reason why you think it is 'railroad-minded' is because it has not given you the protection to which you believe that you are entitled against unfair railroad rate-cutting. But let me suggest, what I think must be obvious, that a commission which has no control over truck rate-cutting is likely to be somewhat lenient with railroad retaliation.

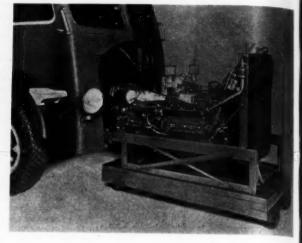
"However, it is perfectly true, as you say, that truck transportation is a far different thing from rail transportation, that the many special conditions which surround it must be given the most thorough consideration, and that its regulation cannot with any propriety be forced, regardless of these conditions, into the railroad mold. It is also true that many of the experts of the Commis-

(Concluded on page 45)

#### White Announces a Heavy-Duty 12-Cylinder Truck in Two Models



Above, White's streamline-design, heavy-duty 12-cylinder truck At right, view showing accessibility of horizontally opposed engine for repairs and replacements.



THE White Company, Cleveland, announces, in its Model 730 series trucks, a heavy-duty 12-cylinder truck with horizontally opposed engine placed under the driver's compartment.

Quite apart from the obvious operating advantages where conditions call for axle and length limitation, a number of other features are of value from an operation standpoint. These include shortest overall length; level and unobstructed cab floor; ideal ventilation and absence of engine heat; perfect load distribution; and easy removal of engine.

Features in connection with the powerplant include wet sleeves and low cost renewal; long piston and cylinder bore life because of low piston speed and special material; valve position ideal for long life due to permanent and adequate cooling; screwed-in Stellite valve seats; dry-sump lubrication with cleaned cool oil at all times; and direct driven fan for engine cooling.

Two models, 730 and 731, are included in this series. There is also a tractor, designated as 731T.

With 30,000 pounds gross weight capacity, Model 731 has a maximum gross grade ability of 39 per cent and a direct gear gross grade ability of 5.1 per cent coupled with a range of road speeds running, with direct in fifth transmission, from 31 to 45 m.p.h.; and, with the overdrive transmission, road speeds from 38 up to 55 m.p.h. This performance is secured at an engine speed of 2,400 r.p.m.

Model 730, with the standard 4-speed transmission and with 26,000 pounds gross, has a gross grade ability of 31 per cent and direct gear ability of 5.0 with 7.14 rear axle ratio. Road speeds are from 38 to 51.5 m.p.h.

The 12-cylinder engine has a bore and stroke of 3% and 3% inches, respectively, giving a piston displacement of 465 cubic inches. The horsepower developed is 131 at 2,800 and 124 at 2,400 r.p.m., the governed speed of the engine.

The cylinder sleeves, inserted and sealed in the main engine casting, are

of the centrifugally-cast type of a special grade of cast iron. The method of insertion and sealing of these sleeves insures perfect interchangeability in the event removal is necessary. The sealing of the lower part of the sleeve is carried out by four rubber rings, and at the top by specially developed copper asbestos gaskets. The possibility of rust occuring to cause "freeze in" is eliminated because of the relatively small area of the cast iron actually in contact with sleeve and block. At a time when reboring would be necessary if this were a conventional job, the sleeves together with pistons and rings of standard size will be offered to the operator at a price much lower than it is possible to obtain by the conventional method of regrinding cylinder bores and fitting oversized pistons and rings.

The crankshaft, which is a 7-bearing integrally counterweighted forging heattreated for the maximum possible wear life, is designed to carry two connecting rods per crankpin, operating side by side. The main bearings, as well as the connecting rod bearings are of the steel backed-babbitt type, all offer good interchangeability for replacement as well as long life between renewals.

Pistons are standard design of cast iron, light in weight and tin-plated to insure perfect surface contact with the cylinder wall.

Piston pins are full-floating and the connecting rod is gun-drilled for pressure lubrication to the pins.

Valves are carried on the under side of the engine at literally the lowest point in the water system. As a result, so long as the system contains any water, the valves will be the first to get it.

#### The Engine

The engine is mounted in rubber at the rear on a sub-frame, which in turn is 3-point mounted, having two rigid mountings at the rear and a rubber mounting at the front. The radiator is also mounted on the sub-frame, so that both

engine and radiator, together with instrument board and all accessories, gearset and emergency brake, can be taken out all as one unit.

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All oil, which is pumped to the bearings under pressure through drilled passages, is contained in a reservoir on top of the engine. The double scavenging pump, sucking oil from both ends of the crankcase, keeps the crankcase free of oil by pumping it back through the filter and oil cooler into the main reservoir. From there it is recirculated in a cleaned cool condition. The system is pressure throughout to main, connecting rod, camshaft, piston pin and idler gear bearings, with definite metering to cylinders, etc.

Drive from the engine is taken through a single-plate wet-type clutch with an antifriction throwout bearing which is automatically lubricated from the engine oil system.

Universal joints are of the needlebearing type with the advantage of high torque capacity and long life.

Model 730 is equipped with a singlereduction full-floating rear axle. Model 731 has a double-reduction, full-floating axle. Radius rods are used, arranged for automatic adjustments of wear in moving parts and protected from the results of road operation by special boots.

The front axle is of the reverse Elliott type and has an unusually wide track of 80 inches.

Air brakes of the 2-shoe internal type with camshaft operation are used on all wheels. The total area of the service brakes is 632½ square inches. Gun iron drums are used, heavily ribbed to insure good heat dissipation as well as freedom from distortion; and ventilated dust shields are employed to insure best of operating conditions.

Wheelbases for both models are 108, 126, 144, 162 and 180 inches. Gear ratios for Model 730 are 6.29, 4.75, 5.18, 5.7 and 7.14 to 1; for the 731 they are 6.66, 7.74, 8.48, and 9.51 to 1.

Cast steel wheels are standard; they carry 9.75-20 tires on the Model 730, and 10.50-20 on the 731.

### Eastman Favors Federal Regulation of Trucking

(Concluded from page 43)

sion have naturally been recruited from railroad sources. That condition would certainly be changed if the Commission is given jurisdiction over motor and gater carriers, because it would at once feel the need of experts with other training. Moreover, I think it quite possible to meet your desires for specialization in highway vehicle regulation and at the same time maintain consistency and coordination in regulation and make it easier for the Commission to handle its enlarged duties effectively and well. At present I am not prepared to state the exact form of this plan, for it needs to he worked out with the greatest of care, but I am confident that one can be devised which will go very far to meet the objections to a 'railroad-minded' Interstate Commerce Commission which apparently weigh so heavily with you. . .

"What the country wants and needs, and what I am sure that you want, is a national transportation system which will give proper scope to every form of transportation but keep all within reasonable bounds and prevent the economic waste which always results from unlicensed competition. Motor trucks operating over the public highways have proved their worth and their rightful claim to a place in the sun. No sane man wants to deprive them of that. All that we are after is real Government leadership in transportation and the promotion of order and stability and sound conditions and the avoidance of demoralization and chaos.'

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#### Rodgers Says Trucking Group Is Not Committed to Policy Against F e d e r a l Regulation

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

"IN no sense is American Trucking Associations, Inc., at present committed to a policy of opposition to any or all proposals for Federal regulation of motor trucks," Ted V. Rodgers, president of the group, has stated in an effort to correct a contrary impression existing in the Trade and in Governmental circles. In a prepared statement Mr. Rodgers said:

"During the meeting of the general policy committee it came as a distinct surprise to those active in the affairs of ATA to learn that a false impression on this question existed among some operators

"The central committee of the ATA met in Washington late in December, 1933, at a time when the press had carried reports that Chairman Sam Rayburn of the House Committee on Interstate and Foreign Commerce would introduce a bill placing interstate trucks under the Interstate Commerce Commission. At that time negotiations for approval of the trucking code seemed to be completed, and it was certain that such a Code would be nullified by passage of the Rayburn Bill.

"Because of these considerations, the central committee unanimously voted that a mail ballot be sent to ATA trustees asking for a vote on whether the Code should be supported or discarded for Federal regulation. Returns from this poll of trustees was almost unanimous for the Code. Under these instructions, the Rayburn Bill was opposed at public hearings by ATA.

"The official attitude of ATA during the past year, and until further action is taken at the forthcoming convention, was correctly described by Federal Coordinator Eastman in his address before the National Association of Motor Bus Operators at Cleveland recently when he said "the need for some manner of national regulation has been recognized by the (trucking) industry in the NRA Code.""

-James J. Butler.

#### Capital Movers Would End Government Competition

A COMMITTEE of the District of Columbia Trucking Association has been appointed to confer with officials of the National Parks and Planning Division of the Federal Government in an effort to convince them that the use of Government-owned trucks is more costly than the hiring of privately-owned vehicles.

This is especially true, it is claimed, in the extensive furniture moving operations being carried on incidental to the transfer of Government departments from old structures to the new buildings on the Pennsylvania Avenue Mall.

The Government sends a crew of several men out on every moving job, irrespective of how small, whereas a driver with one helper could perform the work, the private operators point out.

The truckers have the further protest that this constitutes another species of competition with private business.

Decision to protest was reached at a meeting of the association on Oct. 4, at the offices of the Jacobs Transfer Co., Inc.

-James J. Butler.

#### Trucking to Present Hi-Jack Problem at Crime Conference

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU.
1157 National Press Building.

CONSIDERATION of the problem of hi-jacking from trucks operating in interstate commerce will be asked by the trucking industry when the Conference on Crime meets here on Dec. 10-13.

The conference, called by Attorney General Cummings, will bring law enforcement agents, criminologists and other experts from many cities.

Federal statutes give the necessary legal backing to a drive against hijacking but the industry-has not been successful in interesting the Department of Justice in campaigning aggressively to cut down the many thousands of dollars of loss occurring annually. Because many governors and other State officials will be here, the industry holds

hope not only of obtaining assistance in fighting the thefts in interstate commerce but also those in intrastate traffic.

-James J. Butler.

#### National Trucking Group Ends Its First Year and Reviews 1 t s Activities

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

AMERICAN TRUCKING ASSOCIATIONS, INC., which resulted from a merger of American Highway Freight Association and the Federated Trucking Associations of America, rounded out its first year of existence and observed the anniversary with a social gathering of members of the staff at its offices here on Oct. 1.

While NRA code work has been its principal activity during the year, the organization has been alert to the needs of the industry and zealous in protecting its interests before Congressional committees and regulatory bodies here.

In addition to maintaining close contact with the Federal departments, the A.T.A. participated prominently in the following:

National Street and Highway Safety Conference in a dicussion of limitation of weights and sizes; the Rayburn Bill hearing, proposing to apply Federal regulation to trucks; hearings before the I.C.C. on regulations governing the transportation of explosives by motor truck; hearings before the I.C.C. in opposition to Fourth Section applications as the railroads proposing to allow rate-cutting to meet truck competition; hearings before the I.C.C. on application by the railroads in the store-door delivery situation; representation of the industry at the annual convention of the Chamber of Commerce of the United States, at which transportation rates were discussed; enlisted the interest of the Department of Justice in launching a campaign against hi-jacking; launched a movement to bring about greater safety on the highway and to reduce trucking insurance costs; and all the activities of Congress were watched, bills were analyzed, and reports were submitted to the field.

-James J. Butler.

#### Colorado Truck License Fees Are Now Based on Factory-Rated Capacity

EFFECTIVE Oct. 3, Colorado State Treasurer Homer Bedford ordered county treasurers to refund, to all truck operators who paid their last license fees on a carrying capacity basis, the difference between fees on carrying capacity and factory-rated capacity. The order will save about 50 per cent for registered truck operators who made the payments.

The action followed a hard-fought battle started last spring by the Colorado Motor Truck Common Carriers Association, represented by J. F. Rowan, Denver. The point of victory was reached by bringing to light an almost identical case in Oklahoma. The Oklahoma Supreme Court ruled in favor of the operators.

The association's official publication urged carriers not to pay the additional fees, and many of them followed this advice. When the Oklahoma ruling was brought up, Colorado made no further attempts at enforcement.

Mr. Rowan contended that a factoryrated capacity was the only accurate means of setting license fees. He pointed out that if carrying capacity were the basis, there would be no equitable scale, inasmuch as the whole proposition would be left to the judgment of 63 uninformed county clerks; also, that the fees would be collected from only legitimate operators who made no protest, the unreliable operators escaping altogether.

### And They Say the Truck Doesn't Pay Its Share!

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

THE tax record of a 4-ton truck operating for-hire in the State of Georgia is ample refutation of the charge made by foes of motor freighting that trucks do not bear their share of the costs of Government, the trucking national Code Authority asserts on the basis of statistics furnished the Authority.

A vehicle of the type described pays \$3,477 annually, or nearly \$10 a day, in-

cluding the following levies:
One cent gas tax to U. S. Government;
four cents oil tax to U. S. Government;
six cents gas tax to State of Georgia;
\$3 tag tax to State Revenue Department;
\$25 tag tax to State Public Service Commission; graduated mileage tax to Comptroller General; and ad valorem taxes on
equipment.

Figures compiled by the Georgia Motor Vehicle Association from official State records show the following taxes paid on the average by different capacity vehicles:

The annual taxation on a 1½-ton truck is \$1,628, levied as follows: mileage tax, \$777.60; State gasoline tax, \$699.84; Federal gasoline tax, \$116.64; Federal oil tax, \$6.60; State Revenue Department tag, \$3; Public Service Commission tag, \$25.

On a 3½-ton semi-trailer there is a taxation of \$2,215.50, apportioned in this manner: mileage tax, \$933.12; State gasoline tax, \$1,066.44; Federal gasoline tax, \$177.74; Federal oil tax, \$7.20; State Revenue Department tags (truck and trailer), \$6; Public Service Commission tag, \$25.

The average annual taxation on a 4-ton truck with 4-wheel trailer is \$3,-477.50, consisting of these assessments: mileage tax, \$1,676.70; State gasoline tax, \$1,490.40; Federal gasoline tax, \$248.48; Federal oil tax, \$6; State Revenue Department tags (truck and trailer), \$6; Public Service Commission tags (truck and trailer), \$50.

-James J. Butler.

#### Rodgers Is Again President of American Trucking Group; 1,000 Delegates at Meeting

F EDERAL regulation was the keynote of the first annual convention of the American Trucking Associations, Inc., held at the Stevens Hotel in Chicago on Oct. 22-24. Every State except New Hampshire was represented by the delegates of this husky one-year-old giant, with a total attendance exceeding one thousand members, including some warehouse operators.

The parent organization is composed of 108 State and local trucking organizations, which have succeeded in registering more than 260,000 trucks in many industries.

Discussion indicated that the members had pretty well accepted their industry's NRA Code and were making genuine efforts to meet its regulations. Many claimed the pact to be of real value.

The general feeling, both on the convention floor and in private conversations, was that some sort of Federal regulation and supervision by the Interstate Commerce Commission, together with State commission regulation, were inevitable and might be the solution of the problems confronting the industry today.

Joseph B. Eastman, Federal Coordinator of Transportation, was among the speakers. [Mr. Eastman's address favoring Federal regulation is reported elsewhere on these pages.]

Ted V. Rodgers, Scranton, Pa., was reelected president. The other officers chosen are R. B. Thompson, San Francisco, vice-president; Robert Carter, Richmond, Va., treasurer; Edward Loomis, Washington, D. C., secretary and assistant treasurer; John V. Lawrence, Washington, D. C., assistant secretary; and Edward Brashears, Washington, D. C., general counsel.

A permanent national Code Authority for the trucking industry was elected (see page 18).

-Don H. Wimmer.

### Herrin Not Identified with Anti-Long Fight

The Herrin Transfer & Warehouse Co., Inc., Shreveport, has informed Distribution and Warehousing that the firm "has not joined or helped to organize any organization to fight Huey P. Long," one of Louisiana's United States Senators.

This disavowal follows publication, in the October Distribution and Warehousing, of a story, sent by a New Orleans news correspondent, to the effect that J. B. Herrin, Sr., had been elected a member of the board of directors of the recently-formed Louisiana Trucking Association, and that a spokesman for the group urged Louisiana's truckers to organize "as a protection against Senator Huey P. Long and the State Legislature."

J. R. Herrin, secretary of the Shreveport company, wrote a representative of the association on Oct. 15: "If the Louisiana Trucking Association is organized with any purpose of fighting Huey P. Long, the Herm Transfer and Warehouse Co., Int., hereby resigns immediately and, if this is the purpose of that organization, we demand you accept our resignation immediately."

Mr. Herrin sent Senator Long a copy of his letter.

#### Trucking Analyst Sees I.C.C. Inclined Against Giving Rails Too Broad a Tariff Latitude

THE trend of Interstate Commerce Commission rulings in recent months has been decidedly away from the policy of giving railroads wide latitude in the establishment of rates "to meet motor truck competition," Carl F. Jackson of the rates and tariffs division of the American Trucking Associations, Inc., points out in an analysis of recent orders compiled by the associations. His discussions follows:

"Under an order (No. 138710) dated Sept. 12, the Chicago, Burlington & Quincy, the Chicago, Rock Island & Pacific, the Denver & Rio Grande, the Missouri Pacific and Union Pacific were authorized to file revised supplements containing rates which previously had been proposed but which were suspended. The reason for the suspension was the inclusion of a note, reading: 'Applicable only on traffic having origin and destination as shown and will not apply as a base rate on traffic originating at or destined to points beyond.'

"The effect of this note, if allowed to stand, would be to circumvent the aggregate of intermediates clause of the Fourth Section. That was one of the points about which revolved the argument in the Mohundro case, Fourth Section Application No. 15430. At that time—the hearing was held July 16-argument was presented for the ATA opposing the granting of any such broad leeway to the railroads in establishing rates 'to meet motor truck competition'

"Since the I.C.C. authorized the five carriers to file new supplements, two of them have resubmitted supplemental tariffs in accordance with the Commission's ruling, excluding the note in their new tariffs. This question is similar to one raised in the Moore (No. 24343) and the Divine (No. 24709) cases which involved tariffs containing the following note:

"Rates to or from stations bearing this reference mark "#" will apply only on traffic originating at or destined to such stations, and will not apply as basing rates on traffic originating at or destined to points beyond."

"Although the Commission in original decisions, August, 1933, and December, 1933, allowed the inclusion of this note with respect to the tariff involved in these two cases, the Commission agreed to reopen the cases and reconsider the principle involved in the note. An Examiner's report recommends that the Commission decide that the higher rate

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be found to have been inapplicable, in violation of the intermediates clause of the Fourth Section, and unreasonable.

"The report contained a review of several pertinent cases. It states that 'shippers, for through transportation services, are entitled, as of right, to application of the lowest combinations of separately published rates for separate services over the same line and in the same direction.' Also, 'they are none the less entitled, as of right—by force of the statute and published tariffs'—to application of the lowest combination of local rates because of an attempted tariff restriction 'forbidden by law' and therefore void.

"The report goes on to show that the inclusion of such a note or provision in a tariff filed with the Commission does not make the effect of such note lawful nor would it constitute, for the carriers, freedom from the penalties of the aggregates clause of the Fourth Section unless carriers, upon special request, have obtained I.C.C. approval.

In the Mohundro case, the rail carriers had requested approval for modification of the effect of the Fourth Section of the Act with respect to the aggregate of intermediates clause to permit the carriers to file reduced rates to meet truck competition without being required to include such reduced rates in computing combination or through rates to more distant points over the same routes. The American Trucking Associations, Inc., participating in this case, attempted to show the Commission the injustice that would result from a decision that would permit the rails to reduce rates as much as 40 per cent below present levels, without regard to the lawful requirements of this portion of the Fourth Section of the

"In their presentation during this hearing, the representatives of the rail carriers made it clear that they desired to have no I.C.C. restrictions under the Fourth Section placed on them. Examiner Mohundro had recommended to the Commission that if the railroads be permitted to reduce commodity and container rates for shorter distances, without observing these requirements of the Fourth Section, they should be required to make application to the Commission in specific cases and show in each case the competition that actually is in existence and certain other factual information. Counsel for the rail carriers argued against such a restriction and in his discussion mentioned the Moore and Divine cases, indicating that if they were able to utilize a note of the type included in the tariffs involved in these cases they would be in position to make rate reductions without violating the Fourth Section under the aggregates clause.

"The order of the Commission in the tariffs of the five carriers and the contents of the Examiner's report in the Moore and Divine cases indicate that the rail carriers may have been foiled temporarily in their attempts to set aside the penalties of the aggregates clause of the Fourth Section of the Act."

-James J. Butler.

# Unfinished Business ... I to U ...

(Concluded from page 36)

taries respond. The secretary who does not respond does not, obviously, protect his association against unauthorized use of his group's symbol.

Suppose, for instance, that the secretary of the Centerville W. A. fails to send me his list; and suppose, later, the Standard Warehouse Co., operating in Centerville, returns a Directory questionnaire containing a notation that Standard is a member of the Centerville W. A. In such a case we have no way of protecting the Centerville W. A. against Standard's claim should the latter be erroneous-and you would be surprised to know how many such erroneous claims, most of them made unwittingly probably, appear in Directory questionnaires. Accordingly, as the Centerville membership list is not available for checking purposes, the Centerville association's symbol is inserted in Standard's listing in the Directory. . . . And then, more likely than not, the Centerville association's secretary admonishes DandW, after the Directory has been published, because his group's symbol has appeared in a nonmember's listing and thereby does an injustice to the companies which are members of the Centerville association.

One gets a headache then.

Grant Orth, owner of Orth Van & Storage, Pasadena, and one of California's oldest warehousemen (he has been in business since 1891), has perhaps a unique collection of back numbers of DandW. He has a complete library of this magazine for twelve years and finds them, he says, a source of both pleasure and ready reference.

Issues for the current four or five months past are kept on a table, where customers may sit and read them while waiting. The room is beautifully appointed, with comfortable furniture, and the DandW copies have a conspicuous place. Mr. Orth comments:

"Perhaps customers will learn a little something about the problems and see some of the inside workings of our profession after reading or looking through some of the issues of our magazine. We like to have them reading Distribution and Warehousing for that reason.

"As for our library, it is probably the result of the warehouseman's natural instinct to 'store' things. We keep this carefully packed away and make frequent reference to it. As the magazines in our waiting room become too far back dated or begin to become worn from the frequent handling by our customers, we remove them to our library and put them away."

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

### Federal Co., Washington, Removes Ambassadorial Goods



POLLOWING the recent death of Ambassador May of Belgium, dean of the Diplomatic Corps in Washington, the household goods and personal effects at the Embassy were packed by the Federal Storage Company, Washington, in six lift vans owned by the Bowling

Green Storage & Van Co., New York, and were removed to storage with Federal, awaiting orders from Mme. May, now in Belgium, for the trans-Atlantic shipment.

The accompanying photograph illustrates the removals job in progress.

# WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of general interest to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

#### Midwest Group Reelects Cole Its President

THE Midwest Warehouse and Transfermen's Association closed its annual meeting on Oct. 20 after having elected officers as follows:

General President, Frank M. Cole, president Radial Warehouse Company,

Kansas City, Mo.
General Vice-President, H. L. Trask,
manager United States Cold Storage
Company, Kansas City, Mo.

Iowa Household Goods Division Vice-President, Elmer Dilts, president Kin-

hart Transfer & Storage, Mason City.
Iowa Merchandise Vice-President, H. D. Little, president Merchants Transfer & Storage Co., Des Moines.

Kansas Household Goods Division Vice-President, U. O. Bryan, vice-president Yellow Cab Transfer & Storage Co., Wichita.

Kansas Merchandise Vice-President, E. H. White, president Topeka Transfer & Storage Co., Topeka.

Missouri Household Goods Division Vice-President, Lee J. Sloan, owner Sloan's Moving, Storage & Express Co., St. Louis.

Missouri Merchandise Division Vice-President, C. C. Daniel, Jr., secretary Central Storage Company, Kansas City.

Nebraska Household Goods Division Vice-President, Ray A. Ford, president Ford Bros. Van & Storage Co., Omaha.

Nebraska Merchandise Division Vice-President, J. M. Bramlette, manager Union Terminal Warehouse Co., Lincoln. A. E. Brooks, Kansas City, Mo, was

reelected executive manager.

A more detailed report of the Des Moines meeting will appear in the December Distribution and Warehousing.

#### Maloney, Jr., Again Heads New Orleans Local Group

THE New Orleans Merchandise Ware-housemen's Association held its annual meeting on Oct. 15 and the officers were unanimously elected to serve their third consecutive term, as follows:

President, Paul Maloney, Jr., president Maloney Trucking & Storage, Inc. Vice-President, T. E. Gannett, president Standard Warehouse Co., Inc.

Secretary, E. B. Fontaine, president Commercial Terminal Warehouse Co. Treasurer, J. D. Youman, Shipside

Storage Company, Inc.

#### Cleveland Group Elects John K. Gund President

THE Cleveland Furniture Warehouse men's Association held its fourteenth annual meeting on Oct. 8 at the Hotel Carter and elected officers as follows:

President, John K. Gund, secretary Knickerbocker Storage Co.

Vice-President, Harry M. Harmon, manager Bramley Storage Co.

Secretary-Treasurer, William H. Turner, Lincoln Storage Co.

Meeting and dinner were attended by fifteen executives; and the evening's guest, W. J. Symington, local freight agent of the Erie Railroad and president

#### Three Association Leaders in the Month's News



John K. Gund



Frank M. Cole



Paul H. Maloney, Jr.

Mr. Gund is the new president of the Cleveland Furniture Warehousemen's Association. The Midwest Warehouse and Transfermen's Association has reelected Mr. Cole its president. Mr. Maloney again heads the New Orleans Merchandise Warehouse men's Association.

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of the Cleveland Freight Agents Association, addressed the group on "Looking Into the Future."

#### Connecticut Group Elects E. C. Palmer as Its President

THE Connecticut Warehousemen's Association held its annual meeting on Oct. 18 at the Hotel Bond in Hartford and elected the following officers:

President, E. C. Palmer, secretarytreasurer The Smedley Co., New Haven. He had been the group's secretary since the death of his father, William H. Palmer.

First Vice-President, Frank E. Hess, president The Blakeslee Co., Waterbury. Second Vice-President, Edward G. Nash, Westport.

Secretary, William H. Schaefer, president William H. Schaefer & Son, Inc., Stamford, and a past president of the association.

Treasurer, Harry I. Yates, manager The W. M. Terry Co., Inc., Bridgeport.

Directors, the retiring president, John W. Connelly, vice-president Hartford Despatch & Warehouse Co., Inc., Hartford; J. F. Sullivan, owner J. F. Sullivan Storage Co., New London; J. N. Snow, partner Gardner Storage Co., New London; M. E. Kiely, manager Davis Storage Co., New Haven.

Charles E. Nichols, Boston, Region No. 1 (New England) member of the Merchandise Warehousing Trade Code Authority, assured the delegates that the price-fixing policies announced by NRA did not affect the merchandise and household goods Codes and that the latter would continue in effect.

Mr. Nichols said merchandise warehouses were now permitted to quote "average rates" for customers handling a variety of packages, but such "average rate" must be the highest rate per 100 pounds of all the individual customer's packages. An alternative method is to divide the merchandise into classification, quoting the highest rate as "average" in each class. The true "average" rate was still outlawed by the Code, he said.

The Code Authority had approved this type of average rate as a means of overcoming objections, by distributors, to detailed billing, Mr. Nichols said, adding that while the highest package rate would undoubtedly prove higher than a rate based on average charge for all packages, the difference would usually be small.

Some large distributors had been annoyed by the practice of warehouse companies in billing every week or every few days for special service charges such as recooperage of damaged packages. These "nuisance" charges should be lumped in a single monthly bill unless the shipper requested day-by-day billing as a means of checking damage for claim purposes, Mr. Nichols said.

The speaker stressed need for concrete evidence in following up complaints of



Officers and some of the guests at the annual meeting of the Connecticut W. A. Left to right—seated: William H. Schaefer, secretary; Frank E. Hess, first vice-president; E. C. Palmer, president; Edward C. Nash, second vice-president; Charles E. Nichols, Merchandise Ware-housing Trade Code Authority member. Standing: Martin Larson; M. E. Kiely, a director; Edward G. Mooney; Robert J. Byrne; John W. Connelly, retiring president; Raymond M. Ford; F. W. Valentine.

Code violations. He urged warehousemen to send such evidence with complaints, rather than force the Authority to investigate complaints without definite knowledge. Strict enforcement of the Code was now being inaugurated, he declared, and violations would be handled through State NRA Compliance Directors.

The association voted to advance \$100 to facilitate local enforcement work pending collection of contributions from

individual warehouse operators and local trade associations.

There was an animated discussion as to whether Connecticut movers would be forced, under the Code, to file tariffs in New York State when seeking business in New York. The question of quoting prevailing rates in a foreign territory also drew attention. Both problems were referred to the Regional Administrative Board of the Household Goods Storage and Moving Trade. —C. R. Barr.

#### Denver Group Wins Fight to Eliminate Cut-Rate Moving "Ads" from the Newspapers

AFTER a three year fight, J. F. Rowan, executive secretary of the Denver Movers and Warehousemen's Association, has accomplished what had generally been considered an impossible task in getting small operators to withdraw cut-rate advertising from the classified columns of local newspapers.

An interesting outcome of the change, and one which should help legitimate operators in other cities to convince newspapers of the lack of wisdom in accepting cut-rate advertising, is the fact that classified space used by the Denver warehousing industry has more thandoubled since the cut-rate "ads" were withdrawn.

Because they considered it a waste of money to advertise on the same pages with firms offering \$1.50 per hour rates and contract proposition, a majority of legitimate operators had some time ago quit newspaper advertising. Now many operators are back in the classified pages; several are even using display space.

The story behind the eventual withdrawal of cut price advertising offers some instructive pointers. For more than three years the association had been fighting this condition. At various times attempts had been made to convince small men that they were merely hurting themselves by advertising cut rates. Quite a few had seen the point and changed their policy. But it had seemed impossible to do anything with five "holdouts." Attempts had been made to get cooperation of the newspapers in refusing their advertising—but without avail. The activities of the five had kept all small operators in a constant turmoil, and this had a serious effect on large firms as well.

Finally, late in September, Mr. Rowan asked the five to meet with him and discuss the situation. Three responded to his reasoning and signed an agreement to eliminate prices in their "ads." Two refused to sign. Mr. Rowan persuaded them to visit the office the next day and discuss the matter further. One more man signed but the other refused and persuaded another of the original three operators to withdraw his signature—the agreement wasn't binding unless all five signed up.

The next step was to file against one of these men with the State NRA Compliance office, charging Code violation and

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failure to comply with labor requirements. The labor charge was based on the fact that no man could give a \$1.50 rate and pay Code wages to two men and carry expenses.

Coincident with this, Mr. Rowan inserted an "ad" in the classified moving column of the largest local paper stating that the minimum NRA rate was \$2.50 per hour. He bought enough lineage so that the "ad" was sure of position at the head of the column—position is given according to space used. The "ad" was unsigned. It had the appearance of a column heading rather than a separate "ad." The effect was to keep people from following down the column and seeing more cheaply advertised rates. Since the newspaper had previously taken the stand that it couldn't turn down any paid advertising, the paper almost had to take this insertion.

The advertising and the filing of charges broke down the last resistance and the two remaining "holdouts" voluntarily withdrew their cut prices. But the next day another firm, which had not been advertising previously, came out in a rival paper with the offer of a dollar per hour service. Investigation showed he was not properly licensed, and the filing of charges eliminated him from the picture.

With this situation cleared up, a meeting of all small operators will be called shortly with the hope of really organizing this branch of the business. All operators will be asked to register and subscribe to a small operators' tariff which provides a \$2.50 rate, as compared with a \$3 rate for the large firms.

A cost demonstration was one of the points stressed in getting the first cutrate operators to cooperate. Pointing out that with two men paid at 40 cents per hour—80 cents—and a 15-cent per mile truck operation cost on the basis of a five mile trip average, a man would be losing five cents on every trip, even without any charges for telephone or other expenses.

—L. S. Flint.

### Riddell New President of Local in Houston

THE Houston Transfer & Warehousemen's Association held its annual meeting in October and elected officers as follows:

President, L. G. Riddell, president Union Transfer & Storage Co.

Merchandise Division Vice-President, Clint Holladay, president Houston Central Warehouse Company.

Household Goods Division Vice-President, Benjamin S. Hurwitz, president Westheimer Transfer & Storage Company, Inc.

Trucking Division Vice-President, F. G. Dorsey, owner Patrick Transfer & Storage Co.

Secretary, Julian Hurwitz, Westheimer Transfer & Storage Company, Inc.

Director, T. M. Smith, general manager Houston Terminal Warehouse & Cold Storage Company.

#### A.W.A. 1935 Convention Will Be in New Orleans

ANNOUNCEMENT was made late in October by Wilson V. Little, Chicago, general secretary of the American Warehousemen's Association, that the forty-fourth annual meeting of the American would be held at New Orleans from Feb. 4 to 9 next.

The decision was based on a vote taken by mail among the organization's directors.

#### Colorado Gathering to Be of Regional Scope

The regular fall meeting of the Colorado Transfer and Warehousemen's Association, at Denver in November, is being planned as a combination gathering of merchandise and household goods storage operators and trucking executives in Colorado, Wyoming, New Mexico, Utah and possibly Montana.

The idea is that the various interests and States are so closely related under the NRA codes that they can hardly be separated.

-L. S. Flint.

### Gretsch Leaves White Tar Co. to Organize His Oown Firm

Ralph Gretsch, nationally known in household goods warehousing by reason of having been for twenty-three years identified with the White Tar Company, has announced his withdrawal as White Tar's vice-president and sales director.

Mr. Gretsch has formed Ralph Gretsch and Company, Inc., and under the trade term, "Moth Craft Products," will manufacture, sell and distribute naphthalene flakes, pine tar paper, closets and chests and bags, and moth balls, flakes, blocks, cakes and crystals. The Gretsch firm has offices at 1150 Broadway, New York City, and factories in the Brooklyn and Manhattan Boroughs.

New service features will be inaugurated designed to be of benefit to the household goods storage trade.

#### Awards in American Title Contest

The American Pulley Company's picture title contest on page 1 of the September Distribution and Warehousing was won by G. William Mann, Philadelphia, with the offering "Ancient Relics Must Stand By When Modern American Hits the Eye" as an appropriate title for the drawing shown—two mummies leering at a plump-figured feminine native pushing an American Hand Truck. Mr. Mann's award was \$15.

Runner-up prizes, \$5 each, were won by Miss Nommie Meador, Norton, Va., for "The Get Up and Go About American Hand Trucks Makes King Tut Open His Eyes"; and F. Leroy Hull, Loveland, Colo., for "All Aye's."

#### Utah W. A. Elects Brown President

AT the annual meeting of the Utah Warehousemen's Association, held recently at the Salt Lake City Chamber of Commerce, officers and executive committee members were elected as follows:

President, W. B. Brown, manager Western Gateway Storage Co., Ogden.

Vice-president, Malcolm A. Keyser, president M. A. Keyser Fireproof Storage Co., Salt Lake City.

Secretary-Treasurer, Henry L. Love, manager Security Storage & Commission Company, Salt Lake City.

J. H. Cornwall, president Jennings-Cornwall Warehouse Co., Salt Lake City, and E. F. Eardley, manager Central Warehouse Co., were reelected executive committee members.

-F. L. W. Bennett.

#### Salt Lake City Group Elects

ALEX PICKERING, of the Alex Pickering Transfer Co., was elected president of the Salt Lake Van & Transfer Men's Association, Salt Lake City, Utah, at a recent meeting.

Rulon C. Ashworth, of the Ashworth Transfer Co., was chosen vice-president; and Harold E. Hadley, secretary Hadley Transfer & Storage Co., was elected secretary and treasurer.

-F. L. W. Bennett.

### Detroit F.W.A. in New Offices

The executive officers of the Detroit Furniture Warehousemen's Association and of the Detroit offices of the National Furniture Warehousemen's Association's Allied Van Lines, Inc., have been removed to 623 Cass Avenue, which is the address of one of the buildings of the Riverside Cartage & Storage Company. Miss Viola McMickle, Detroit manager for AVL, is serving as the Detroit F. W. A. secretary.

#### Kittredge Organizes a Firm at Benton Harbor

George H. Kittredge, Detroit, formerly for ten years president and manager of the Federal Cold Storage Co., Columbus, Ohio, has organized the Benton Harbor Cold Storage Co., which will construct and operate a cold storage warehouse in Benton Harbor, Mich.

The new plant, to cost about \$80,000, will contain 400,000 cubic feet of storage space and will have a precooling department.

The company has temporary headquarters in Detroit.

#### Bartle Joins Kennicott Co.

Fred C. Bartle has resigned as president of Merchants Storage & Transfer Co., Denver, and has joined the staff of Kennicott Warehouses, Inc., in an unofficial capacity.

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#### Rates and Commissions on Coast-to-Coast Shipments of H. H. G. Consolidated

THE national Code Authority for the Domestic Freight Forwarding Industry issued on Oct. 1 a bulletin on rates and commission on consolidations of household goods from the New York metropolitan district to Pacific Coast points by way of the Panama Canal or via all-rail. The text follows:

"1. The following rates and commissions to apply on the consolidation of household goods from New York City to Pacific Coast Points, will be effective Oct. 1, 1934.

"A. Rates on water shipments via Panama Canal—port to port only.

"On shipments weighing from 1 to 8,000 lbs. inclusive, \$3.00 per 100 lbs., port to port, with a commission of 30c. per 100 lbs., maximum \$20.00, payable to one agent only.

"On shipments weighing from 8,001 to 12,000 lbs. inclusive, \$240.00 with maximum commission of \$20.00, payable to one agent only.

"On shipments weighing from 12,001 to 14,000 lbs. inclusive, \$2.00 per 100 lbs., with a maximum commission of \$20.00, payable to one agent only.

"On shipments weighing from 14,000 to 20,000 lbs. \$280.00 with maximum commission of \$15.00, payable to one agent only.

"B. Rates on rail shipments.

"(1) From terminal on Manhattan Island, N. Y. to terminal in Los Angeles and San Francisco, Calif., \$4.00 per 100 lbs., commission of 30c. per 100 lbs., maximum \$20, payable to one agent only.

"(2) From terminal on Manhattan Island, N. Y., to rail station at destination on shipments for all points in the state of California, except Los Angeles and San Francisco, \$4.50 per 100 lbs., with a commission of 30c. per 100 lbs., maximum commission of \$20.00, payable to one agent only.

"(3) From any point within a radius of 150 miles from New York City, except New York City proper, to the terminal in Los Angeles or San Francisco, \$4.50 per 100 lbs., with a commission of 30c. per 100 lbs., maximum \$20.00, payable to one agent only.

"(4) From any point within a radius of 150 miles from New York City, excluding New York City proper, to rail station at destination, on shipments for all points in the state of California, except Los Angeles and San Francisco, \$4.70 per 100 lbs., with a commission of 30c. per 100 lbs., maximum commission \$20.00, payable to one agent only.

"(5) On shipment weighing from 9,000 to 12,000 lbs. inclusive, from all points within a radius of 150 miles from New York City, including New York City proper, to the terminal in Los Angeles or San Francisco, \$361.80, with a maximum commission of \$20.00, payable to one agent only. On shipments weighing from 12,001 to 16,000 lbs. inclusive, from all points within a radius of 150 miles from New York City, including

New York City proper, to terminal in Los Angeles or San Francisco, \$376.20, with a maximum commission of \$20.00, payable to one agent only.

"2. Any contracts applying to individual shipments, signed prior to Oct. 1, 1934, will remain effective, but must be executed on or before Nov. 1, 1934.

"3. A rate of 70c. per 100 lbs. will apply on lift van shipments of household goods moving from New York via the Panama Canal for delivery from the harbor into any residence within a radius of 15 miles from the City Hall of Los Angeles, including stripping, but not unpacking of barrels, boxes and crates.

"4. A rate of 60c. per 100 lbs. will apply on lift van shipments of household goods moving from New York via the Panama Canal for delivery from the harbor at San Francisco into any residence within the city limits of San Francisco including stripping, but not unpacking of barrels, boxes and crates.

"5. A rate of 60c. per 100 lbs. will apply on lift van shipments of household goods moving from New York via the Panama Canal for delivery from the harbor at Oakland into any residence within the city limits of Oakland including stripping, but not unpacking of barrels, boxes and crates."

#### Constitutionality of Jersey Law Exempting Stored Goods From Taxation Is Questioned

THE constitutionality of a law providing tax exemption on merchandise in warehouses was questioned Oct. 27 by Supreme Court Justice Parker. In denying a writ of certiorari to review the action of the Newark Tax Board in levying a tax on lumber owned by the Hold-Meredith Company and stored in the warehouse of the Mercur Corporation at Port Newark, Justice Parker said:

"The point to be determined is whether the Legislature intended that an individual or a business might evade taxation by merely moving goods to a warehouse on or before the day an inventory is taken of taxable property. It seems to me the law is too broad in that respect (Section 16, Chapter 221, Laws of 1925). It would be a fine how-do-you-do if a concern simply switched its goods from its own place of business to a public warehouse and claimed tax exemption. I deny the writ and suggest you take your application before the Supreme Court en banc."

The application was made by Harry Kaplan, attorney for the lumber company, and was opposed by Assistant Corporation Counsel Kane.

The lumber company had been taxed \$182.50 by the city on lumber valued at \$5,000. The first half of the tax has been paid. The application for a writ of review was preparatory to the lumber firm's application to the city for a refund of the tax paid, and a cancellation of the remainder. Both Mr. Kane and Mr. Kaplan admitted they were unable to find any legal precedents governing the interpretation of the law in question.

### Brock Is New President of Lyon Organization

AT the 1934 annual meeting of the Lyon Van & Storage Company, operating in various Pacific Coast cities, Frank M. Brock, the firm's vice-president, and manager of the Glendale plant, was elected president. He succeeds E. B. Gould, heading the Lyon interests in San Diego. Mr. Gould's many San Diego activities required his continued presence in the southern city and made desirable his resignation after having been president for a number of years.

Other officers chosen at the meeting are W. Parker Lyon, Jr., Pasadena, vice-president and treasurer; C. R. Horrell, Long Beach, second vice-president; R. J. Lathim, Jr., Santa Barbara, third vice-president; and Frank A. Payne, Los Angeles, secretary.

Angeles, secretary.

Mr. Brock has been engaged in the warehousing business twenty-seven years, having joined the Los Angeles



Frank M. Brock

Warehouse Co. in 1907, remaining there until 1922, when he became manager of the Fireproof Storage Company, Los Angeles. In 1924 the latter organization was expanded through purchase of a business in Glendale, and in the same year Mr. Brock bought the Glendale branch and established the Brock Van and Storage Company. When the Lyon company was organized in 1928 he became a member of the merger and served as a vice-president until his recent election to the presidency.

#### Ruby Joins Boston Firm

Announcement is made by the New England Storage Warehouse Company, Boston, that A. F. Ruby, formerly a district manager for the Trans-Continental Freight Co., has been engaged to take charge of the New England's expanded department for handling, packing and shipping, both local and long distance, household goods. The Boston firm has signed as a non-hauling agent for Allied Van Lines, Inc.

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# Death Removes John Loring Nichols Warehousing Standardization Pioneer

JOHN LORING NICHOLS, president of the Merchants Warehouse Co., Boston, and pioneer in the standardization of warehousing practices and in cost analysis and rate-making for merchandise warehousing, died in Boston on Sept. 21 at the age of 78. His health had been failing for several years and he had been confined at his home for eight months.

Born in Boston on July 6, 1856, Mr. Nichols was the only child of John Cevey Nichols and Anna Inglee (Wilson) Nichols. He was educated in the Somerville (Mass.) public schools and was graduated from Harvard College in the Class of 1879 after two years in the

West recuperating from severe illness. Two months in law school convinced him that his talents were not of that nature. He then entered his father's employ as a wharfinger in Charlestown, Mass., and in March of 1882 organized, with his father and uncle, the Fiske Wharf and Warehouse Company, and became its president. For the balance of his career he was an officer and executive manager of this firm and its successors, being, at the time of his passing, president of the Merchants Warehouse Co., which owns and operates the Fiske Wharf Stores on the site of his early warehousing activities.

Mr. Nichols was throughout his business life an assiduous worker in the scientific study of warehousing. His efforts were continually directed to research and educational work for the betterment of the industry as a whole—to the sacrfice, at times, of the immediate needs of his personal business.

The conscientious work he did thirty years ago and since, in association with the late George S. Lovejoy of Boston, Samuel G. Spear of Boston, William B. Mason of Providence, Chester M. Carruth and others, in developing warehouse cost analysis and rate-making, is part of the record of evolution of his industry. And, of greater interest and inestimable service, was the amazing job which the group did in spreading the gospel and converting others to the faith.

This activity led directly to the interest of the western group in the work, and out of that was evolved the "warehouseman's Bible"—"Warehousing General Merchandise—An Encyclopaedia"—and later the Standard Contract Terms and Conditions approved by the United States Department of Commerce eight years ago and today incorporated verbatim in the Code of Fair Competition for the Merchandise Warehousing Trade.

The N.R.A. Code is a monument to many men. No single man can claim the major credit for its excellence. That it is such an outstanding monument is due in part to two factors. One of these is the painstaking and untiring work of that early pioneer group and of the faithful disciples who have interpreted and extended the research under the direction of the American Warehousemen's Association. The other factor is the tolerant and considerate attitude of the individual workers toward the opinions and arguments of their associates. It is this latter trait which was so characteristic of Mr. Nichols.

Reminiscences of former A.W.A. conventions and committee meetings at which "Uncle John" Nichols was present, more often than not had to do with



John Loring Nichols

his faculty for bringing friendly agreement out of apparent bitter controversy by an amazingly clear and concise statement of the basic principles involved in the question at issue, frequently followed by a good natured or witty suggestion of the obvious solution of the problem. This ability to winnow the kernel from the chaff, to dispel confusion and misunderstanding, to avoid creating animosity, was without doubt a major factor in keeping the keen individuals working harmoniously and constructively "for the good of the trade."

Mr. Nichols never held an elective public office, although greatly interested and active in politics. Starting as a "Young Republican," he turned Mugwump and then a full-fledged Democrat. He was active in political campaigns until about 1912, at which time a serious operation for the removal of a cancer resulted in the loss of his tongue.

This handicap in no way discouraged the man. It rather acted as a stimulant developed his philosophy of life, and brought out those characteristics of courage, persistence, tolerance and good nature for which he was so admired and loved. He lived a full life of service and of enjoyment in serving. His departure brought testimonials not only from those who knew him well but also from those of the younger generation who saw him in action at perhaps only one A.W. convention but to whom that brief contact is still an inspiring memory.

Perhaps nothing illustrates John Nichols' courage and good nature more than two quotations from his personal reports to the secretary of his college class. The first was written six months after the operation in 1912, as a result of which he faced the balance of life without a tongue or teeth, unable to taste and forced to learn all over again how to talk. It is as follows:

"There have been no deaths in the immediate family as yet, though I walked up and shook hands with the grim old gentleman last August, while Farm Cobb and a lot more doctors and nurses searched my system and, I am inclined to think, my soul, for all traces of a fine active cancer which had established headquarters at the base of my tongue. Thanks to consummate surgical skill, affectionate care and a tenacious and otherwise naturally cussed disposition, I pulled through, somewhat disfigured but still in the ring. Having exchanged one perfectly good tongue, a dozen or two fairly practicable teeth and a few glands and other useless things for one rather mouldy-looking beard, I came out absolutely disqualified for mastication and gustation, sadly handicapped as to deglutition and conversation, but long and strong on gratitude and optimism. Incidentally, however, I learned something about friendship, devotion and love that went far in the way of compensation"

The second quotation reports that in the early spring of 1921 he "had one more bout with the adversary, underwent an operation for gallstones located in the duet and then dug in for a season of trench warfare. I repulsed a secondary hemorrhage, a blind abscess requiring another operation and, last but not least, a nine day session of hiccoughs which at last were finally vanquished by an active and constant sense of humor."

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One of Mr. Nichols' intimate friends visited him in the hospital for the purpose of cheering him up. On returning home from the visit this friend found that the roles had actually been reversed and that his spirits had been brightened by Mr. Nichols.

Mr. Nichols' personal characteristics, his picturesque manner, and his habit of making light of deficiencies and handicaps, made his friendship a cherished possession of all who knew him. He is credited with having influenced the lives of more men in the warehousing trade to the end that they built business on sound honest principles, than any other individual. His enforced absence from recent A.W.A. Conventions and the loss of his personal guidance and influence had been keenly felt by all who knew and loved him.

Said a friend:

"The industry has suffered a great loss, although the memories of John Nichols' splendid character and active life will long remain with us. What better evidence of lasting memory have we than that of now actually witnessing the further development of many ideals and standards advanced by him years ago!

Mr. Nichols is survived by his wife, Emma T. Nichols, well known to A.W.A. Conventions; three sons, John R., Charles E. and Howard; several grandchildren, and one great-grandson. John R. is vice-president and treasurer of the Merchants, and is president of the Massachusetts Warehousemen's Association. Merchant's new president, Charles E., is Region No. 1 Member of the Merchandise Warehousing Trade Code Authority and is secretary of the Massachusetts W.A.

John L. Nichols was an honorary life member of the American Warehousemen's Association as the American's tribute to and recognition of his long and valued services.

#### Edward Miller

Edward Miller, president of the J. E. Miller Transfer & Storage Co., Wheeling, W. Va., died in a local hosiptal on Sept. 29 after an illness of a few days. He was 76 years old.

A native and a lifelong resident of Wheeling, Mr. Miller was a pioneer in the transfer business, starting with one horse and wagon in 1885. He was a member of the National Furniture Warehousemen's Association.

Mr. Miller is survived by his wife, Mrs. Mary Sauvageot Miller, and two sons, two daughters, nine grandchildren and four great-grandchildren. One of the sons, C. J. Miller, is the warehouse firm's manager; and A. Clara Miller, one of the daughters, is the company's secretary and treasurer.

#### W. E. Duden

W. E. Duden, president of the Broadway Terminal Warehouse Corp., St. Louis, died on Sept. 19. He was a member of the Midwest Warehouse and Transfermen's Association.

#### Peter A. Wendling Dies; Was Kennelly Co. Auditor

PETER A. WENDLING, auditor and manager of the accounting department of Werner Bros.-Kennelly Co., Chicago, died on Oct. 11, after a brief illness, at his home, 4358 Princeton Avenue. He was 45 years old.

In addition to his duties as auditor Mr. Wendling acted as personal secretary to Martin H. Kennelly, president of the firm and president of the National Furniture Warehousemen's Association, and accordingly was widely known in household goods warehousing. Possessed of tremendous energy and great organization ability, he was regarded as one of the wheelhorses of the company, with which he had been connected about fifteen years. Prior to his association with



Peter A. Wendling

Mr. Kennelly he was with Wilson & Company, meat packers, in a traveling capacity. He was a member of the Chicago Traffic Club.

Mr. Wendling is survived by his wife and one daughter, Dorothy, aged 18.

#### Kansas City Warehousemen in Anti-Racketeer Group

Employers in Kansas City, Mo., have organized a Citizens' Protective Council to work for maintenance of industrial peace and to keep legitimate labor at work. The personnel of the group's emergency committee includes D. S. Adams, president Adams Transfer & Storage Co.; Daniel P. Bray, president Monarch Transfer & Storage Co., and Oscar W. Thomas, secretary A-B-C Fireproof Warehouse Co.

Primarily, the Council will oppose labor racketeering interests seeking to enforce organization by coercion, for selfish benefits, through sluggings, bombs and intimidation.

#### Philadelphia Strike Case Is Thrown Out of Federal Court; Geiger a Government Witness

UNITED STATES JUDGE WELSH in Philadelphia through out of the Federal District Court there on Oct. 17 the case against Frank P. McGlone, general manager of the Brotherhood of Transportation Workers, and twelve other union officers who had been charged with "conspiracy to obstruct and restrain interstate commerce" and with "monopolizing trade and commerce between the several states", these charges growing out of the general trucking strike which, affecting warehousing operations, was declared in the fall of 1933.

Upwards of seventy witnesses had been called and the Government had rested its case when Judge Welsh withdrew it from the jury of eight men and four women. He announced that in his opinion the Government had not produced sufficient evidence to support its charges, but described the action of terrorism and violence as "reprehensible" and expressed regret that Federal laws were not more stringent.

Some of the Government witnesses had accused McGlone of instigating violence and of intimidating truck operators and drivers by threats during the strike. Many operators and drivers testified that their vehicles had been damaged, that men had been beaten and threatened, and that business had been seriously interrupted.

#### Geiger Testifies

Those who testified included Fred K. Geiger, manager of the Terminal Warehouse Company, who said the Brotherhood gave him a "pass" to enable him to deliver voting machines in time for the September primary election in 1933. In answer to a question put by McGlone's chief counsel, Mr. Geiger said there was not a strike of his company's drivers but that the men were forced out, and that they were paid even though not able to work.

#### William A. Norris

William A. Norris, manager of the Los Angeles branch of the Bekins Van & Storage Co., passed away at his home in Beverly Hills on Oct. 26 after an illness of a week.

Born fifty years ago in Nova Scotia, Canada, Mr. Norris became identified with the Bekins organization in San Francisco in 1914 and six years later was made manager of the company in Los Angeles. He was the firm's assistant secretary and was a director.

Mr. Norris is survived by his widow, Mrs. Marget F. Norris, and two sisters who live in Nova Scotia.

#### H. O. Troendle

H. O. Troendle, president of the New Jersey Warehouse Corporation, Newark, died in a local hospital on Oct. 3 from injuries sustained in an automobile accident two days earlier. He was 44 years old

#### An American Warehouseman Looks at Soviet Russia

(Concluded from page 35)

little buggy, and she wouldn't take a chance. There are few motor cars and a good many of them are reserved for the tourists.

There are still some churches operating. In Moscow there may be 75 to 100. Moscow has a population now of about four million. In the pre-revolution days there were about 1,600 churches. But here is another statistic: there were formerly something like 16,000 prostitutes in Moscow; now they say it would be hard to round up 400. The incidence of nervous and mental diseases is declining; so is infant mortality. Syphilis is about one fourth of its former prevalence.

#### Prisons

The penal system impresses this untrained observer as a great advance over any other. Capital punishment is reserved for political offenders. For any other crime the severest penalty is a tenyear sentence. Prison is an unwalled, huge farm, where the prisoners work and are paid wages. They pay for board and lodging; the balance of the wages is theirs. They also get two weeks vacation with pay like all other workers; and when their term ends they go to a job and full citizenship, if they continue to work. And no discrimination is shown them because they have been in prison. Habitual drunkards aren't sent to jail-what good does it do?-they are sent to the country or to the mines to work.

There is much in the social program that one can admire; but on the other hand there is very little civil liberty, and the domination of the Communist Party is absolute in the Government.

There is no freedom of the press or of speech, no right of habeas corpus and in reality no voice in the Government, though there is an elected "All Union Soviet Congress" and a "Council of Nationalities." The Congress sits only every two years for a short session. Its power is sifted down through the "All Union Soviet Executive Committee" or "Tsik", of about one fourth its members, which meets about three times a year, and finally to a Presidism of 21 members which sits continuously and promulgates most of the laws. Stalin, who without holding any office in the Government, is the real ruler of the Soviet Union, has himself said that "no important political or organization problem is ever decided by our Soviets and other mass organizations without direction from the (Communist) Party."

The Communist Party according to best available information has less than 2,000,000 members. There are, however, many candidates for membership; there are the junior group known as the Young Communists; and for the still younger group, the Young Pioneers organization. So that there are probably no less than 10,000,000 adherents of the Communist Party in the Soviet Union.

My impression is that they are succeeding in the Soviet Union; that the first five-year plan was a reasonable success; and that the second one now in progress will also succeed. The youth of Russia proper seem to be enthusiastic for the new experiment. They are keyed up with a zeal akin to that of a nation at war. But when success crowns their efforts, when they have won the war, when they are tasting the fruits of prosperity, then will come the real test.

In regard to foreign trade, my impression is that we shall be disappointed in the amount of commerce to be developed with the U.S.S.R. The Soviet Government is bending every effort to make itself economically independent. As rapidly as they have built up their own factories, orders for our factories will presumably decline. Russia is an agricultural country, and will not offer much of a market for our farm products.

The Soviet experiment is interesting, nay a thrilling spectacle, and opposed as it is to so much that I have been taught to believe, it excites my curiosity and commands my rather grudging admiration for much that it is trying to do. I hope to return again in a few years and observe the progress that has been made.

May I conclude with a tribute to an American steamship line, the American Scantic. The boats are well officered, the accommodations and the food are excellent, and the rates moderate. They carry you direct to Leningrad, and en route you stop at Copenhagen, Stockholm, Helsingfors, possibly Gdynia and Danzig.

#### Charles E. Nichols Is New President of Merchants Co.

Following the death (as elsewhere reported on these pages) of John Loring Nichols, president of the Merchants Warehouse Co., Boston, the board of directors of the firm elected Charles E. Nichols president. Charles E. Nichols, who was the company's vice-president, is Region No. 1 member of the Merchandise Warehousing Trade Code Authority and is secretary of the Massachusetts Warehousemen's Association.

John R. Nichols, who has been the company's secretary and treasurer, was elected vice-president and treasurer. John R. Nichols is president of the Massachusetts Warehousemen's Association.

Charles E. and John R. are sons of the late John L. Nichols.

#### The Aero Mayflower Files in Indiana

The Aero Mayflower Transit Company, a Kentucky corporation, filed incorporation papers under Indiana law in October. Emmett S. Huggins, S East Market Street, Indianapolis, was named as resident agent.

Aero Mayflower's national headquarters office is at 915 Daly Street, Indianapolis.

# Two Dead, 15 Injured, in Explosion in Power-Plant of Central C. S., Chicago

E XPLOSION and fire in the engine room of the Central Cold Storage Co., at Dearborn and Kinzie Streets, resulted in two deaths and injuries to fitteen other persons on Oct. 12. The accident happened about a half-hour before the warehouse opened for transaction of the day's business.

Witnesses told of two explosive reports, the first sounding like a heavy truck crashing into a loading platform, and the second the low resounding boom of the major explosion, leaving the are immediately surrounding the building's power plant section a mass of shattered debris.

Employees on duty at the time told the authorities that their inquiry indicated that a fly-wheel, part of an engine and generator, ruptured and flew into space; some of its parts were hurled into pipelines carrying ammonia under pressure and severed them. Ammonia was released into the engine room and apparently came into contact with a spark, resulting in the explosion.

#### Statement by Erickson

E. G. Erickson, Central's vice-president and general manager, issued the following statement:

"Were it not for the fact of the personal injury and two deaths connected with the accident, we could, looking back and considering everything, feel fortunate that the consequences of the accident were not a great deal worse.

"The property damage resulting from the accident confined itself almost entirely to the engine room or power-plant section of our building in the basement and to the first floor, with just a slight degree of damage to space on the second floor where we have our offices and some workrooms. The building above the second floor and to the fourteenth, in which the produce we are carrying is stored, was not touched or affected in any way, and, naturally, with temporary suspension of delivering and receiving goods we have held our temperature wonderfully well, so that with our machinery now going again we are entirely 'out of the woods' and back to normal operation.

#### Jury Recommendation

"We are very grateful for the many fine expressions of thoughtfulness and goodwill received from our customers and from our associates in the warehousing industry."

At the inquest into the deaths resulting from the explosion the coroner's jury, composed of experts in mechanical refrigeration, condemned the practice of placing heavy engines and moving machinery in the same room with compression tanks or other equipment likely to cause an explosion. It was recommended that a concrete wall be constructed to separate such machinery and equipment as a safeguard against such accidents in the future.

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#### U. S. Court Denies P.R.R.'s Motion in Action Involving Jersey Warehouse Financing

THE latest phase of the suit by the Pennsylvana Railroad Co. against the Fidelity & Deposit Company of Maryland for \$5,215,168.86 was the denial, by Judge Dickinson in United States District Court in Philadelphia on Oct. 17, of a motion to take off the compulsory nonsuit awarded by the Court at the close of the trial in September. The motion to take off was filed by counsel for the railroad on Oct. 1 and argued before Judge Dickinson on Oct. 10. The Court reserved decision at that time.

As reported in the October Distribution and Warehousing, the action was based on a bond of \$7,000,000 given by the Fidelity to the railroad company guaranteeing the completion of an \$8,-000,000 warehouse and cold storage plant in the carrier's Jersey City yards by the Pennsylvania Dock & Warehouse Co., as lessee-contractor. The land was leased for a term of 21 years at an annual rental of \$50,000, and the lessee agreed to erect the required buildings and complete them on or before May 1, 1930. The railroad was to clear the leased land of obstructions in preparation for the construction work by the lessee. Meanwhile the warehouse company went into receivers' hands, followed by bankruptcy proceedings, owing to financial pressure. In non-suiting the railroad's claim, the Court held that the surety company was not liable because an agreement between the railroad and the warehouse company, signed April 20, 1931, released each other of counter-claims connected with the construction work on the leased land, and that the pact was entered into without the knowledge or consent of the bonding

company.

The questions raised at the arguing of the motion to take off the non-suit, were:

(1) Has the plaintiff the right to re-

(1) Has the plaintiff the right to release on its own prima facie showing, and (2) If it has, did the trial judge commit error in rejecting, as did the Court, evidence of some of the elements of damage offered by the plaintiff.

#### Reasons for Non-Suit

In the filed opinion, the Court made it plain that non-suit was awarded because of the release of the principal debtor, the warehouse company. It was made plain also that while the obligation of a paid surety on a construction contract is that of a guaranty of construction, the obligation of the bond was not "plainly one of guaranty and not of indemnity," as contended by counsel for the railroad.

"The plaintiff is not seeking to recover the penalty sum of the bond," said the Court in the opinion, "but to be recompensed for its loss through the default of the construction contract."

With regard to the point that the only counter-claim the lessee could have against the railroad is that the latter had not given possession of the leased ground so that the construction might proceed, the opinion stated that the plaintiff executed a release not only of this claim,

but of all present and arising in futuro. Further, that the present action is against the Fidelity alone and not against the principal, the contractor-lessee, and that any defensive claim belonged not to the Fidelity but to the principal; and that had the latter sued, it would have been shut out of any offer of such defense because of its release.

"It is plain," continued the opinion, "that inasmuch as all the contractor received for the \$8,000,000 constructions was the right to the rentals during the term of lease, any delay in construction was not an indulgence to him, but a loss. It is equally clear that a defense to an action on a contract which is available to a contractor, is available, almost ipsis verbis, to his surety."

With regard to the point taken by the plaintiff's counsel that disallowance of special elements of damage was made at the trial, the opinion said that inasmuch as the whole claim of the plaintiff was thrown out, such disallowance becomes of no importance.

"For the possible convenience of any reviewing Court," the opinion went on, "we further state our rulings were limited to the proposition that in an action against a surety on a construction contract, the surety is not made liable for moneys loaned to the contractor by evidence tending to prove that the money went into the work of construction."

The contractor-lessee, or warehouse company, it had been brought out at the trial, had been "helped out" substantially by the railroad company in financing its building operations on the leased land. The contract between the principals was dated Aug. 20, 1929, and the surety contract of default was dated Sept. 14, 1929. In the words of the Court's opinion in which the fact situation was reviewed, the difficulties (of the contractor-lessee) became pressing and, anticipating the financial collapse of the lessee and being itself threatened with a suit, the Pennsylvania Railroad made a gesture toward the surety by giving notice of the lessee's default." Evidence of this notice was rejected by the Court because the defendant was responsible only for the contracted construction and not for loans to the contractor to aid him in construction work.

Provision had been made by the principal parties to the contract to assure application of the money borrowed by the warehouse company from the railroad to the construction cost.

In the Court's opening words of the opinion, it was stated that "this cause is of importance both because of the large sum of money at stake, and because it has to do with the relation of obligations of surety bonds, now so common, with the sureties."

Further on, it stated, when reviewing the "scheme devised" by the railroad company to utilize its Jersey City lands by having erected on them "warehouses and other constructions" by the contractorlessee plan, "all we can get out of the scheme hit upon, is that it affords us a lesson in high finance."

#### Cleveland Warehouse Group Challenges a Newspaper's Article on Storage Rates

(Concluded from page 27)

and yet these warehouses kept their doors open 365 days of the year, and assumed custody and responsibility for the goods. The percentage of increase in such instances has been necessarily high by comparison; and if the warehousemen's Code is responsible, it should receive full support for this change in condition, from everyone but the so-called 'chiseler'.

"There is no question but what warehouse rates in many parts of the country have increased, but it is believed in every case the warehouses making such increases have been able to justify the increases on the advancing rise in their own costs.

"Fortunately, rates in our section never reached such low planes, so that any increases were very modest and entirely too small to affect the ultimate consumer. It is readily seen that an average rate of 7/100ths of 1c. per pound on base commodities, covering both labor and one month's storage, warrants no occasion for statements to the effect 'Warehouse Rates are Prohibitive'. The price levels of most all the base commodities have increased materially. Then why, too, should not the cost of warehousing be increased in a fair ratio, when warehouses have been faced with higher labor costs as well as overhead and administrative expenses?

"Any transportation tariff will indicate the manufacturer still enjoys a good saving by shipping carload quantities through a warehouse, rather than making less car direct shipments, and the advantages of spot stocks can never be approached by pool cars or any other make-shift method of distribution.

"Most users realize the warehouseman has subscribed to a code of ethics and trade practices in an effort to do his small part toward general recovery. We perform an important service reasonably and satisfactorily and are entitled to a fair return.

"The warehousemen of Cleveland, therefore, feel your general statements are misleading and discrediting and have an improper influence on our customers, who respect our position and have no intent upon breaking down good business and recovery principles for selfish interests.

"Although this article was directed to the Merchandise Warehousing Trade in general, it also comes as a challenge to Cleveland warehousemen, so we are taking this opportunity of presenting these facts to you.

"We sincerely hope that your publication will attempt to correct the erroneous impression which is no doubt in the minds of many of the large national distributors."

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

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# Construction Developments Purchases, Etc.

#### Arkansas

CAMDEN—Ouschita Warehouse & Storage Co. plans rebuilding of portion of warehouse recently wrecked by fire with estimated loss of \$50,000.

#### California

Fresno — Fresno Compress & Warehouse Co. has awarded contract for extensions and improvements to cost about

Newport Beach—Newport Ice & Storage Co. has taken out a permit for a 1-story addition.

#### Florida

Lake Worth—Southeastern Ice & Cold Storage Co. has approved plans for erection of two 1-story warehouses to cost \$30,000.

#### Illinois

Chicago—Lee Warehouses, Inc., has filed notice of change of company name to South Branch Building Corporation.

#### Maryland

Baltimore—Canton Co. of Baltimore plans for a 1-story storage and distribution building, 45 by 48 feet, at 6541 Eastern Avenue.

#### Michigan

Benton Harbor—George H Kittredge, Detroit, and associates are organizing a company to build and operate an \$85,000 cold storage warehouse and precooling plant at Benton Harbor.

Holland—Holland Express Co. has acquired the factory of the Holland Canning Co. and will remodel and improve it as a storage and distribution terminal.

#### New Jersey

South Orange—Arthur T. Vandervilt has been appointed receiver for South Orange Storage Co., Inc. Application for receivership was made to Court of Chancellory by Joseph Weber, Jr., an officer of the company.

#### New York

New York City—Costa Trucking Co., Inc., has leased, and will occupy as a storage and distributing treminal, the 4-story building at 207-213 Thompson Street.

New York City—Greenwich Street Stores, Inc., has taken over under lease the 6-story warehouse, containing 50,000 square feet of floor space, at 708-712 Greenwich Street.

New York City—Westcott Express Co. (affiliated with Railway Express Co.) has filed notice of company dissolution under State laws.

#### North Carolina

Morehead City—Port Commissioner has obtained a Government loan of \$425,000 to finance erection of waterfront warehouse and terminal buildings.

#### North Dakota

Grafton—Larson Warehouse Co. has awarded a contract for construction of a \$21,000 2-story warehouse.

Kershaw—Kershaw Bonded Warehouse Co. is planning rebuilding portion of storage building recently wrecked by fire with estimated loss of \$60,000.

#### Cennessee

Memphis—W. S. Storage & Transfer Co. has removed to 641 Union Street from 354 South Third Street.

#### Virginia

Lynchburg—Cassco Corporation has been organized to take over and operate Central Atlantic States Service Co., with cold storage warehouses and ice plants at Lynchburg, Waynesboro, Staunton and other points. New company, headed by W. J. Parrish, Jr., Mutual Building, Richmond, is arranging financing in amount of \$537,000.

#### Detroit Terminal Audit Is Ordered

A petition by creditors of the Detroit Harbor Terminals, Inc., for reorganization was heard in the United States District Court in Detroit in October, and Judge E. A. O'Brien issued an order for a general auditing of the books. This step was sought by the petitioners, according to their attorney, Thomas Payne, as a preliminary step toward reorganization.

A further Court order has been handed down which will result in the taking of testimony in the petition for reorganization, which is sought under the Bankruptcy Act instead of under the current receivership under Alex Groesbeck, a former Michigan governor. The testimony will be taken by Standing Master in Chancery William S. Sayres, Jr., after the audit has been completed.

#### Further Progress Reported by UVL

United Van Lines, Inc., handled the biggest volume of business for any 60-day period in its history during August and September, according to Daniel L. Britten, Cleveland, the group's managing director.

A regional meeting was held in Chicago on Oct. 14 with delegates present from the area bounded by St. Paul, Denver, Kansas City, St. Louis and Louisville. Concurrently the U.V.L. board met to discuss expansion policies.

#### Bridgeport Firm Enters the Moving Field

The Bridgeport Storage Warehouse Co., Bridgeport, Conn., has purchased an International furniture van of 900 cubic-foot capacity preparatory to entering the household goods moving field. Heretofore the firm has had most of its customers' furniture moved on contract.

#### New Incorporations as Announced Within the Storage Industry

#### California

LOS ANGELES—Argonne Storage Co., Unit No. 3, Ltd., Warehousing and transfer. Capital \$20,000. Incorporators, William L. Carpenter and B. Reynolds, Los Angeles, and Herbert & Marshall. San Diego.

Los Angeles County—California Van and Storage Association. No capital stock. Directors, Reed J. Bekins, San Francisco; C. A. Buck, Burlingame; Henry M. Burgeson, Los Angeles; Adolph Becker, San Francisco; V. D. Slocum, Van Nuys; Walter H. Whipps, Fresno. Attorney, J. F. Vizzard, San Francisco,

#### Illinois

Chicago—Amstadter Storage & Van Co., Inc., 7315 Cottage Grove Avenue. Moving and storage business. Capital 50 shares of no par value stock. Incorporators, Dionne Lee, Howard Swords and Lillian Wozick.

Chicago—Central Forwarding Company, Room A-920, 175 West Jackson Boulevard. Freight forwarding. Capital 100 shares of no par value stock. Incorporators, George M. Williams, Wilbur C. Bacon and Maurice L. Donnellan.

Chicago—West Division Storage & Van Company, 5809 West Division Street. Capital 100 shares of no par value common stock. Incorporators, John J. Connelly, John Kay and Harry Sandors.

#### Indiana

Evansville—Evansville Ice & Storage Co., Inc., Eighth Street. Cold storage warehousing and ice plant. Capital \$150,-000. Incorporators, Frank J. Brennan, Donald H. Halder and F. B. Penny, 810 College Highway.

Evansville—Warehouse Receipts Corporation, 202 Central Union Bank Building. Capital 100 shares of no par value stock. Incorporators, Theodore Stein, Theodore I. Stein, Elmer McGrew and Cornelia M. Bauek.

#### Massachusetts

Boston—National Movers of Boston, Inc. Van service and general trucking. Capital \$10,000. Paul Gonez, 385 Arlington Street, Watertown, is president and treasurer.

New Bedford—New England Warehouse Corporation. Capital 1,000 shares of no par value stock. Jacob Genensky is president and M. N. Genensky is treasurer.

#### Michigan

Detroit—Indian Village Fireproof Storage Co. Warehousing and transfer. Nominal capital \$1,000. Principal incorporator, Kenneth M. deVos, 8100 East Jefferson Avenue.

#### Missouri

Kansas City—Jackson County Ice & Storage Co. Cold storage warehouse and ice plant. Capital not stated. Incorpor(Concluded on page 58)

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#### An Arbitration Clause in the Warehouseman's Contract

(Concluded from page 6)

claimant when his attention was drawn to the arbitration clause in his agreement and to the fact that under the contract he was required to submit his claim to impartial arbitrators for determination. In about the same percentage of cases submitted, the warehouseman had already been served with a summons by the customer's lawyer, but in each case the clause was an effective bar to further Court procedure.

Suppose that all of these claims had gone to the Courts. Upon the warehouseman would have been loaded the expense of defending them; the loss of his employees' time and his own as witnesses; and the tying up of his vans, perhaps at the peak of the moving season. To this heavy cost would have been added the enmity of his patrons and the loss of their good-will—for, regardless of whether the warehouseman won or lost, the bitterness of the Court battle would remain.

By this simple insurance against litigation, thousands of dollars have been saved every year.

And with no sacrifice of protection or rights to seek redress on the part of the customer, as another case recently arbitrated demonstrates.

This customer contracted with a warehouseman to remove and store her household goods at an agreed price per van-load. The customer was not informed that the agreed price contemplated a "standard" van-load of given capacity. In the operation large vans were used, and although her belongings filled only two vans and a fraction of a third, the charge made for moving and storage was at the rate of five van-loads. To the customer, however, a "van-load" meant the contents of a van. She paid the bill under protest; and when the warehouse refused to make an adjustment of the moving charge and storage rate, the customer demanded arbitration. The arbitration clause, in this case, provided protection to the customer from an arbitrary ruling by the warehouseman; for the warehouseman, the presence of the clause retained a customer.

There would be no point in presenting this plan to warehousing groups in other parts of the country for consideration if the advantages of arbitration were limited to New York or New Jersey, where it is now most widely practiced. The need for some such plan is universal, and the evils of litigation are every-

where much the same.

#### A Modern Development

But the American Arbitration Association, whose arbitration facilities the New York and New Jersey warehousemen use, has foreseen the growing need for arbitration and the widespread demand for its advantages. In one of the most remarkable developments of modern business, before the New Deal was thought of, the A.A.A. built up a nation-wide system of arbitration, spread over more than 1,500 cities of the United

States—a system that is now being used by national groups in industry and by local groups, by corporations with branches through the country and by individuals in the same city.

Consequently, wherever he may be—in Pennsylvania, in California, in Ohio—the warehouseman will find arbitration ready for his use; he will find arbitrators willing to serve; and, in a constantly increasing number of States, he will find laws which will uphold his agreement to arbitrate and provide the same protection from the Court summons that the New York warehouseman enjoys.

No other remedy yet found provides this protection, combined with speed and economy of operation.

In the writer's opinion, arbitration is the warehouseman's one effective method of dealing with the summons threat, in reducing overhead costs, and in retaining the good-will of customers.

#### New Haven Cold Storage Is Sold to Boston Interests

The New Haven Cold Storage Co., New Haven, Conn., has been sold by The L. C. Bates Co. to the Fairmount Creamery Co. of Maine, Boston. Fairmount purchased also the wholesale butter, poultry and egg business of the Bates interests. Tax stamps indicate that the transaction involved \$103,000.

The Fairmount interests will operate, without change of policy, the commercial warehousing business of the New Haven Cold Storage Co. The building is at 46-52 George Street and contains 500,000 cubic feet of space.

The Bates organization, headed by Vernal W. Bates, who was president, treasurer and operating executive of the warehouse firm, will devote itself exclusively to the wholesale distribution of wines and liquors, having acquired private warehousing quarters at 15 James Street.

#### Fire on Bush Property

Fire wrecked the interior of four Brooklyn waterfront warehouses of the Bush Terminal Company on Oct. 12. The four-alarm blaze originated in Building 53 at the foot of 47th Street and spread to 51, 52 and 54, damaging goods, including raw rubber in cases, which had been unloaded from ships. The loss was estimated at \$150,000.

### Trotter Joins Dallas Firm

W. D. Trotter, formerly vice-president and general manager of a machinery company, has been appointed manager of sales in the merchandise storage department of the Dallas Transfer & Terminal Warehouse Co., Dallas. A past president of the Dallas Rotary Club, Mr. Trotter was once a member of the city's board of education.

#### Developing New Business: Chemicals-MakingExpands

(Concluded from page 38)

Ward company the improvement meant a cool million dollars a year!

#### For the Warehouse

 ${f D}^{
m OES}$  this mean anything to the public warehouse?

It does.

It means that a host of new products, packaged and advertised, are about to be launched on the markets of America. One of these chemical corporations is today manufacturing 37 different products, put out in 126 sizes of package, all of which require distribution through spot stocks. Not all of these are yet nationally advertised, or distributed; but the market is widening out each month, and the time will come when national coverage will be attained.

In the meantime, as zone follows zone, the spot stock becomes more essential—as with any new product. The maker is testing markets, trying out merchandising schemes, searching for the best type of jobbing house and the proper sort of retail outlet. The whole development is in experimental stages; and, by no means least in importance, is the eternal ques-

tion:

"A warehouse or my own branch?"
As these products, and others that are in the offing, come into the warehouses for handling, the question so uppermost in the maker's mind will be partially answered. If the first warehouseman does a good job, if early tests find up-to-date service and proper costs, the future marketing of the manufacturer will follow the warehouses. If the opposite results occur, he may establish his own stocks.

This one manufacturer is not alone.

A Wall Street house tells me that of all the securities on the market the "most promising for dividends and higher prices" are those of the "chemicals".

This concern states another thing, as a reason for expecting our country to remain first in chemical production.

"The great raw materials are plentiful. Most of them are cheap. But do not forget that chemical manufacturing is more cheap power than cheap materials. We could never have become the greatest producer of chemicals in the world if our country had not contained nearly all the raw materials needed and also—quite as important if not more—if we had not been amply provided with waterpower and coal."

The manufacturers are not content to turn out products that go to market in "ton lots." They covet the fortunes made by toothpaste and chewing gum and the five-and-tens. They are devising products, for household use by the masses, to be put out in packages under label of their own.

These products, as they appear, will require country-wide distribution. As such, in due time, they will be offered to the warehouses. Whether they remain as "warehouse" items will depend in no small measure on the experiences of the first tests.

#### New Incorporations as Announced Within the Storage Industry

(Concluded from page 56)

ators, O. L. Carr, 409 West 68th Street, and W. F. Miehl.

#### New Jersey

Jersey City—United Van Service, Inc. Furniture storage and moving. Capital \$125,000. Incorporators, J. Wilens and John Byrnes. Representative, S. J. Berger, 301 Jackson Avenue.

Newark—Atlantic Terminals, Inc. Warehousing. Capital \$100,000. Agent, Conover English.

Newark—Lehigh Transportation Co. Capital 2,500 shares of no par value stock. Incorporators, Alexander Liddie, 108 Frelinghuysen Avenue; and James Webster and Herbert Otto.

#### New York

Brooklyn—Center Fireproof Warehouse Co., Inc. Warehousing and trucking. Capital \$10,000. Incorporators, Philip Dose and M. Levy, 261 Rogers Avenue. Representative, William Mottur, 50 Court Street.

Brooklyn — Commodities Storage & Terminal Corp. Capital 200 shares of no par value stock. Incorporators, Emanuel Boykoff, 262 Boerum Street, Brooklyn; Charles P. Goldberg, 3324 Rochambeau Avenue, Bronx; and Josephine Franklin, 68 East 83d Street, Manhattan.

Brooklyn—Newtown Creek Storage Corporation. Capital \$20,000. Incorporators include Irving I. Hartman. Representative, Kramer & Binder, attorneys, 401 Broadway, Manhattan.

Jamestown—New Ice & Coal Co., Inc. Cold storage warehouse and ice plant; company will take over and consolidate Northern Cold Storage and New Ice & Coal Co. Capital \$75,000. Incorporators, J. Elmer Carlson, 121 Willard Street; and Elmer E. Peterman, 104 Buffalo Street.

Yonkers—Axminster Motor Lines, Inc. Warehousing and trucking. Capital 100 shares of no par value stock. Incorporators, Samuel S. Weiner, 30 Post Street; and Charles H. Pokress, 1189 Warburton Avenue.

Yonkers—Longshore Transfer Co., Inc. Capital 100 shares of no par value stock. Incorporators, Arthur Nayor, 498 Van Cortlandt Park Avenue, Yonkers; and Harry Tishkowitz, 1546 Minford Place, Bronx.

#### North Carolina

Fayetteville—Fayetteville Warehouse Corporation. Warehousing and trucking. Capital \$50,000. Incorporators, F. B. Rankin of Fayetteville and A. N. Mitchell of Fairmont.

Hickory—Tallent Transfer Co. Capital \$50,000. Incorporators, W. F. Tallent of Hickory and J. P. Mull of Vale.

Rocky Point—Balcomb Transfer Co. Capital not stated. Incorporators, R. H. Balcomb of Rocky Point and E. M. Godwin of Wilmington.

#### Ohio

Cincinnati—Independent Truck Owners' Association of Cincinnati. To work for trucking Code enforcement. Incorporators, Oscar McCoy, Frederick Herschauer, Jacob Weil, Charles Scutt and M. H. Baird. Headquarters, 622 Broadway.

Cleveland—The 40th Street Warehouse Co. Capital 250 shares of no par value stock. Incorporators, Lawrence M. Rich, Jerome D. Levy and Frances Held.

Dayton—Hobart's Transfer Co., 1423 West Riverside Avenue. Capital 250 shares of no par value stock. Incorporators, Clifford R. Curtner, A. K. Meck and Hobart Combs.

Van Wert—Ohio Forwarding Co. Business to include warehousing. Capital \$10,000. Incorporators, Edward E. Arkin, L. D. Richardson and R. B. Evans.

#### Texas

Athens—United Compress & Warehouse Co. Capital \$120,000. Incorporators, George R. Evans and J. W. Murchison.

Wichita Falls—Wichita Transit Corporation. Capital \$10,000. Incorporators, R. L. Howen and N. R. Parsons.

#### Virginia

Danville — Wilson-Leath Warehouse Corporation (organized). James H. Wilson heads the interests.

#### Changes in Insurance Rates Affecting Damages in Warehousing Hauling Operations

(Concluded from page 25)

be for bodily injuries \$221, property damage \$93; total \$314.

If this moving van operates beyond the 50-mile radius and not exceeding 150 miles, then the rate would be bodily injuries \$433.75, property damage \$213.75; total \$647.50.

If, however, the moving van is operated beyond a radius of 150 miles, then the rate would be bodily injuries \$607.25, property damage \$299.25; total \$906.50.

For further comparison purposes, with Newark, N. J., taken as a basis, the rates for a moving van operating at and from Newark would be as follows:

For a moving van operating within a radius of 50 miles the rate would be bodily injuries \$119, property damage \$58; total \$177.00. For moving vans operating beyond the 50-mile radius and not exceeding 150 miles, the rates would be bodily injuries \$305, property damage \$161.25; total \$466.25. If the moving van is operated beyond the 150-mile radius, the rate would be bodily injuries \$327, property damage \$225.75; total \$552.75.

The effect of this increase in bodily injuries and property damage rates is to classify and rate a moving van handling household goods and office furniture over 150 miles from its home or headquarters on the basis applicable to a merchandise long distance hauling truck operating a distance of 150 miles or more from headquarters.

It should be noted that rates to be applied are the "highest rated territory into or through which such automobiles are operated."

Under this rule, commercial vehicles, wherever they are engaged in long distance hauling of household goods and office furniture, and which operate "regularly and frequently" into or through Greater New York, are required to be rated at the Greater New York rates which have been hereinbefore quoted.

Electric automobiles are in all cases subject to a reduction of 25 per cent from the rates applicable to gasoline automobiles hereinbefore referred to.

#### Fire, Theft, Collision

For fire, theft and collision rates, commercial automobiles are divided into two classes:

Class 1 or "Standard" commercial automobiles are described as "those complying with the Standards established by Underwriters' Laboratories."

Class 2 commercial automobiles are all other gas or steam automobiles and truck type tractors, which do not come within the Standard classification.

Class 1, or the lowest rates, are applied to Standard fire construction cars engaged in local hauling.

Twenty-five per cent increase is applied to local hauling automobiles not in Class 1 of Standard fire construction.

Twenty-five per cent is also added to Class 1 Standard fire construction automobiles engaged in long distance hauling.

Fifty per cent increase applies to automobiles engaged in long distance hauling not of Standard fire construction.

Many of the leading and most commonly used classes of commercial automobiles are not approved by Underwriters' Laboratories as of Standard fire construction, and therefore are subject to the foregoing surcharges in rates.

#### New Britain Company Expands Side Lines

The Hardware City Storage Co., New Britain, Conn., has inaugurated a complete extermination service for homes and commercial buildings and has added a used furniture sales department and an auction service.

The company's plan, according to E. W. Schultz, president, is to provide all-around household service, including moving, storage, rug-cleaning, extermination, mothproofing, etc.

#### Denver Warehouse for Automotive Parts

The Warehouse Service Co., for storage of automotive parts exclusively has opened at 1416 Speer Boulevard, Denver, with L. P. Davis, a former garage man, heading the interests.

Operating on a non-selling basis, the firm is the first of the kind in the city. Automotive manufacturers store their stocks with Service but retain direct representatives to handle the sales work.

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# WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

Distribution and Warehousing 249 West 39th St., New York, N. Y.

#### ALARMS (Fire)

american District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

#### **BODIES** (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y. Bender Body Co.; W. 62nd & Denison Ave., Cieveland, Ohio. Burch Body Co.; Bockford, Mich. Obe Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y. Bonigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y. Bonigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y. Elipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y. Fitsgibbon & Crisp, Inc.; Trenton, N. J. Gentensinger Co.; 19-20 Wooster, Ohio. Gentensinger Co.; 1908 W. Washington St., Chicago, Ill. Maday, M.; 1756 Genesee St., Buffalo, N. Y. Hatcl-Wood Corp.; 6755 W. 68th St., Chicago, Ill. Niagara Body Co.; 3070 Main St., Buffalo, N. Y. Protor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich. Roloff, Inc., Kendail Square, Boston, Mass. Schaefer Wagon Co., Gustav: 4168 Lorsin Ave., Cleveland, Ohio. Schultraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill. Tacckean Bros.; 1015 Harrison St., Filnt, Mich. Whitfield & Sons; Peun Yan, N. Y. Wiedman Body Co., Geo.; North Tonawanda, N. Y.

#### INCREASE SHIPPING FLOOR CAPACITY

MAKE EXTRA TRIPS WITH TRUCKS YOU HAVE NOW

BY USING -"ROLOFF" DEMOUNTABLE BODIES

ASK US HOW

ROLOFF, INC. KENDALL SQUARE, CAMBRIDGE, MASS.

# Many Would Accept

no substitute for the superior van body construction of

### THE GERSTENSLAGER CO.

The Only Exclusive Van Body Builders in the United States.

Send your problems or queries to

WOOSTER

OHIO

Pioneer Builders of Aluminum Vans

#### **BOX STRAPPING (Machines and Supplies)**

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.
American Steel & Wire Co.; Rockefeller Bidg., Cleveland Ohio. (strapping only)
Cary Mfg. Co.; Manhattan Bridge Plass, Brooklyn, N. Y.
Cary Products Co., Inc., 126 Nassau St., Brooklyn, N. Y.
Harver Spring & Forging Co.; Raclae, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanler Works; Grove Hill & Lake St., New Britain, Conn.
Tennant Sons & Co., C.; 19 W. 44th St., New Tork, N. Y.
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

#### CARPET CLEANING EQUIPMENT

American Laundry Mchy. Co.; Norwood Sta., Cincinnati, Ohio.
Arco Vacuum Corp.; 40 West 40th St., New York City.
Bertsch & Company; Cambridge City, Ind.
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary.)
Cleveland Rug Cieaning Mchy. Co.; East 55th St. & Erle R.R., Cleveland, Ohio.
Electric Rotary Mchy. Co.; 2246 W. Lake St., Chicago, Ill.
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)
Superior Rug Mchy. Co.; 2358 Ogden Ave., Chicago, Ill.
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

#### **BOXES** (Moving)

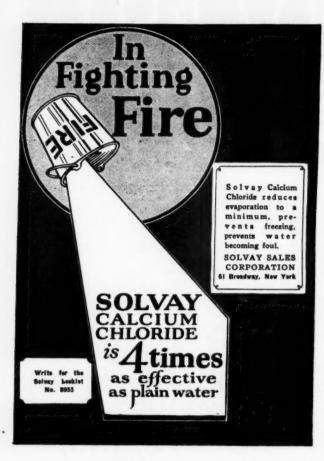
Anderson Box & Banket Co., Drawer No. 10, Andubon District, Henderson, Ky. Backus, Jr., & Son, A.; Dept 5, Trumbull & Fort St., Detroit, Mich. Brrass, Inc., W. L.; 466-48 E. 134th St., New York, N. Y. (Plano) Edipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y. (Ewis Co., G. B.; Watertown, Wis. Wish Mfg. Co.; Peru Ind. Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)

The way to make money by using advertising is to use it-not to fiddle with it.

#### BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.



#### CASTERS (Truck)

Adams Co.; Dubuque, Iowa.
American Caster Co.; P. O. Box 524, Hamilton, Ohio.
Bassick Co.; 38 Austin St., Bridgepert, Conn.
Bond Foundry & Mche. Co.; Manheim, Lancaster County, Pa
Burdis Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
Colson Co.; Box 550, Elyria, Ohio.
Darnell Corp., Ltd.; P. O. Box 2008 Sta. B., Long Beach, Cal.
Divine Brox.; 101 Whiteebore St., Utica. N. Y.
Fairbanks Co., 393-399 Lafayette St., New York, N. Y.
Globe Vise & Trock Co.; 1451 Front St. N. W., Grand Rapids, Mich
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Jarvis & Jarvis; 200 S. Main St., Falmer, Mass.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Lyon Iron Works, Inc.; Box A., Greens, N. Y.
Market Forge Co.; Garney St., Everett, Mass.
Menaahn Wood Spilt Pulley Co.; F. O. Box No. J., Menasha, Wis.
New Britain Mche. Co.; 146 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 252 W. Kinsis St., Chicago, Ill.
Oppenheim Brox.; 1107 Broadway, New York, N. Y.
Payson Mfg. Co.; 290 Jackson Bird., Chicago, Ill.
Phoenix Caster Co.; Hamilton, Ohio.
Service Caster Co.; Hamilton, Ohio.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Service Caster & Truck Co.; 517 N. South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis. Ind.
Van Owmers Parchasing Bureau, Inc.; 144 Columbus Ave., New
York, N. Y.
(See advertisement elsewhere in this issue.)

#### CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y. Detex Watchelock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Howard Clock Co., E.; 206 Eustis St., Boston, Mass.
International Time Recording Co.; 270 Broadway, New York, N. Y.
Simpler Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)



Over 438 sizes and types for every class of service.

Write for catalog and complete information to

THE BASSICK CO. BRIDGEPORT

Smash-proof Casters Mak

Next time a dolly is crippled by a broken caster, replace with this Service ForgeWeld. Give it all the usual abuse, and you'll still get Service with a Smile—if trouble-free performance makes you smile. A tough caster makes tough dollies. Drop-forged steel yoke, full bearing design. Choice of floor-protective wheels (including Textolite—a G. E. Product). Write for the full facts. facts

SERVICE CASTER & TRUCK CO.

517 N. Albion St.

Albion, Mich.



#### CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich. Bird & Son, Inc.; Mill St., East Walpole, Mass. Hummel & Downing; Milwankee, Wis. King Stge. Whee, Inc.; Erie Bird. at S. Weet St., Syracose, N. Y. Lewis Co., G. L.; Watertown, Wis. Mt. Vernon Car & Mg. Co.; Mt. Vernon, Ill. Truscon Steel Co.; Cleveland, Ohio.

#### CONVEYORS

Alvey-Ferguson Co.; 75 Bisney Ave., Cincinnati, Ohio. (Gravity) Alvey Mchy. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and

Alvey-Ferguson Co.; 75 Bisney Avs., URCHINSTI, URIO. (URIN-NY, Alvey Mchy. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
Brown Hoisting Mchy. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.
Chain Belt Co.; 736 Park St., Milwankee, Wis.
Clark Tructractor Co.; Battle Creek, Mich.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Lamson Co.; Spracuse, N. Y. (Portable and gravity)
Logan Co.; 201 N. Buchann St., Louisville, Ky. (Portable and gravity)
Logan Co.; 201 N. Buchann St., Louisville, Ky. (Portable, power and gravity)
Louden Mchy. Co.; 116 Broadway, Fairfield, Iowa,
Mathewa Conveyor Co.; 120 Teath St., Ellwood Cliy, Pa. (Gravity)
McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary
Oguen Iros Works Co.; 2237 Lincoln Ave., Ogden, Utah.
Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
Portable Machinery Co.; 17 Lakeview Ave., Clitton, N. J. (Portable)
Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.
Minn. (Portable, power and gravity)
Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.

#### CORDAGE

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat) (See advertisement elsewhere in this issue)

#### COVERS (Paper Furniture)

Ace Paper Co., Inc., 127 Bleecker St., New York, N. T. Plicher-Hamilton-Daily Co.: 348 N. Dearborn St., Chicago, III. Van Owners Purchasing Bureau, Inc., 144 Columbus Ave., New York, N. T. (See advertisement elsewhere in this issue.)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

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#### COVERS (Piano)

Paraett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.
Bren, Wm. H.; 219 Hatherford Ave., Charlestown, Mass.
Ganvas Specialty Co., Inc.; 200 Cannal St., New York, N. Y.
(See advertisement elsewhere in this issue)
Faiton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue)
Gost Co., J. U.; Woodbridge & Bates St., Detroit, Mich.
Gottch Co., Walter M.; 830 W. Adams St., Chicago, Ill.
Bettrick Mrg. Co.; D. W. 28, Summit & Magnolis Sts., Toledo, Ohio.
Iden Warchous Supply Co., 564 Washington Bird., Chicago, Ill.
Bithick Mrg. Co.; D. W. 28, Summit & Magnolis Sts., Toledo, Ohio.
Iden Warchous Supply Co., 564 Washington Bird., Chicago, Ill.
Bichigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven,
Conn.
(See advertisement elsewhere in this issue.)
Oppsahelm Bros.; 1107 Broadway, New York, N. Y.
Powers & Co.; 29th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Ged-Lifting Pinns Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Upson-Walto Co.; 1245 W. Elsewin St., Cieveland, Ohio.
Werser Canvas Froducts Co.; 2 Water St., Brooklyn, N. Y.
Wilex Co., M. I.; 210 Water St.; Toledo, Ohio.
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

### COVERS (Truck) (Tarpaulins)

Raker-Lockwood Mfg. Co., Inc., McGee Trafficway at 23rd St., Kansas City, Maharsett Canvas Goods & Rag Co.; 131 Arch St., Philadelphia, Pa. Boyle & Ce., Ibc., John; 112-114 Duane St., New York, N. Y.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown Mass.
Carale-Goudle Mfg. Co.; 26th & Pens, Kansas City, Mo.
Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
Chanson Co., H.; 149 N. Market St., Chicago, Ill.
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Chanson Co., H.; 149 N. Market St., Chicago, Ill.
Chanson Co., H.; 149 N. Market St., Chicago, Ill.
Chanson Co., Fred: S6th St. at Third Ave., Brooklyn, N. Y.
Fulton Bag & Cotton Mills; Bex 1726, Atlanta, Ga.
(See advertisement elsewhere in this dissue.)
Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.
Hoogee Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
Hoogee Co., Inc., Wm. E.; 3502 Parkdale St., Baltimore, Md.
Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.
(ides Warehouse Supply Co., 564 Washington Blvd., Chicago, Ill.
Jacksonville Ship Chandlery & Awning Co.; Dept. H., 231-9 E. Bay St., Jacksonville Fils. Jacksowille Ship Chandlery & Awning Co.; Dept. II, 201-W E. Day De., 2011 | Fia. Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich. Powers & Co., 28th & Reed Sta., Philadelphia, Pa. (See advertisement elsewhere in this issue.)
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash. Smith Co., Arthur F.; 139 Spring St., New York, N. Y. U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill., Upson-Walton Co., 1245 W. Eleventh St., Cleveland, Ohio. The Wagner Awning & Mfg. Co.; 2858 Scranton Road, Cleveland, Ohio. Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

#### DOLLIES

Clark Co., George P., 25 Canal St., Windsor Locks, Conn.
Hamilton Caster & Mfg. Co.: Hamilton, Ohio.
Menasha Wood Split Pulley Co.: P. O. No. J, Menasha, Wis.
Nutting Truck Co.: 252 Kinzie St., Chicago, Ill.
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New
York, N. Y.

Boxes, Cartons, Bassick Casters, Covers, Dollies, Excelsior, White Tar Naphthalene, Lumber, Pads, Paper, Tar Paper, Twines



Complete line Warehouse and Van Equipment and Supplies

VAN OWNERS PURCHASING BUREAU, INC.

NEW YORK, N. Y.
144 Columbus Ave.

#### DOORS (Cold Storage, Elevator and Fire)

California Fpf. Door Co.; 1919 E. Sist St., Los Angeles, Cal. (Fire)
Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and Sre)
Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore, (Cold stge.)
Barris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)
Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)
Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohlo. (Fire)
Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)
National Refrigerator Co.; 827 Koelin Ave., St. Louis. Mo. (Cold stge.)
North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)
Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)

Richards-Wilcox Mfg. Co.; 316 W. Third St., aurors. III. (Fire)
Richmond Fpf. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev.
and fire)
Security Fire Door Co.; 3044 Lambdin Avs., St. Louis, Mo. (Elev. and fire)
Senth Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicaro III. (Fire)
Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohie. (Elev.)
Variety Mfg. Co.; 2958 Carroll Ave., Chicago, III. (Cold sige. and fire)
Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)
Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold sige)
Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)
Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

#### **ELEVATORS**

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.
Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
Otis Elevator Co., Eleventh Ave. & 26th St., New York, N. Y.
Warsaw Blev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

#### **ELEVATORS** (Portable)

Alvay Mchy. Co.: 3200 S. Broadway, St. Louis, Mo. Barrett-Cravens Co.; 3264 West S0th St., Chicago, Ill. Becomy Eng. Co.; 2551 W. Van Buren St., Chicago, Ill. Jeffrey Mg. Co.; 398 N. Fourth St., Columbus, Ohio. Lewis-Shepard Co.; 124 Wainut St., Watertown Sta., Boston, Mass. Link-Belt Co.; 2045 Hunting Park Ave., Philadelphis, Pa. Revelvator Co.; 336 Garfield Ave., Jersey City, N. J.

#### EXCELSIOR

Allen. Inc., Charles M.; Fulton, N. Y. American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill. Orange Mg. Co.; Efand, N. C. Philips Excelsior Co.; Chattanooga, Tenn. Sheboygan Pad Co.; 1301-5 Erle Ave., Sheboygan, Wis.

#### EXTERMINATORS (Rat or Mice)

Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y. Ratin Laboratory, Inc.; 116 Broad St., New York, N. Y.

#### EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. T. Elkhart Brass Mfg. Co.; 1802 W. Beardaley Ava., Elkhart, Ind. Oll Conservation Eng. Co.; 877 Addison Ed., Cleveland, Ohio, Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal. Pyrens Mfg. Co.; 560 Belmont Ava., Newark, N. J. Safety Fire Extinguisher Co.; 290 Seventh Ava., New York, N. Y. Solvay Sales Corp.; 61 Broadway, New York, N. Y. (See advertisement elsewhere in this issue.)

#### FLOOR REPAIRING MATERIAL

Buclid Chemical Co., 7012 Euclid Ave., Cleveland, Ohio.

#### **FUMIGATING EQUIPMENT**

Calcyanide Co.; 60 E. 42nd St., New York, N. Y. Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

#### HOISTS (Chain and Electric)

Atias Trailer & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Tezas. (Elec.)
Boston & Lockport Block Co.; 100 Condor St., East Boston, Mass. (Chain)
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontarlo St., Philadelphia. (Elec.)
Chisbolm-Moore Hoist Corp.; 4058 Lakeside Ave., Cleveland, Ohlo. (Chain)
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)
Harulschfeger Corp., 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)
Harrington Co.; Callowbill & 17th St., Philadelphia, Pa. (Chain and elec.)
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and

elec.)
Louden Mehy, Co.; 1116 Broadway, Fairfield, Iowa, (Chain)
New Jarsey Füry, & Machine Co.; Garwood, N. J.
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and else l
Boeper Crane & Holst Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
Wright Mfg. Co.; York, Pa. (Chain)
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and else.)

#### INSECTICIDES

American Cynamid Co.; Rockefeller Plaza—49th St. & 5th Ave., New York, N. Y. Barrett Co.; 40 Rector St., New York, N. Y. Calcyanide Co.; 60 E. 42nd St., New York, N. Y. Calcyanide Co.; 60 E. 42nd St., New York, N. Y. Carbide & Carbon Chemicals Corp., 30 E. 42ad St., New York, N. Y. (Gas) Cenol Co., Dept. M. 4250-56 No. Orawford Ave., Chicago, Ill. Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y. Enoz Chemical Co.; 2430 Indiana Ave., Chicago, Ill. Furniture Fumigation Corp. 500 Fifth Ave. New York, N. Y. Girard Co., Inc., Felix: Fourth Ave. and Franklin, Minneapolis, Minn. Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y. Grasselli Chemical Co.; 148 W. 24th St., New York, N. Y. Grasselli Chemical Co.; Guardian Ridz. Cleveland. Ohio. Gretisch & Co., Inc., Ralph, 1150 Broadtway, New York, N. Y. (See advertisement elsewhere in this issue.) Michigan Alkall Co.; 10 Kast 40th St., New York, N. Y. Midway Chemical Co., 5285-5259 W. 55th St., Chicago, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

#### INSECTICIDES (Continued)

National Home Sanitation Co., Dept. AA 627 First Ave., North, Minneapolis, Minn.
Potter Mg. Co., Inc.; Dept. H., 12 Henry St., Bloomfeld, N. J.
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.
(See advertisement elsewhere in this issue)
Wells, E. S.; Jersey City, N. J.
West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
Wisard, Inc., 5235-5259 W. 65th St., Chicago, Ill.



#### There's Big Money To Be Made

The field is unlimited. You can start in TODAY and make a worthy profit. Literally hundreds of warehouse operators are bringing new life and profit into their business with Berlou.

#### Berlou Is Sure-Fire Business Getter

We spent months and months making exhaustive laboratory tests so that Berlou could not fail. Easy to apply, it penetrates articles thor-oughly and becomes an actual part of the material. It cannot wash out or evaporate; its there to stay.

#### SEND FOR A TRIAL GALLON—GET STARTED

Make up your mind today to send \$5.00 for a trial gallon. It will not you a profit of over 400%.

Write for complete information.

NATIONAL HOME SANITATION COMPANY 627 First Ave. No. Minneapolis, Minn.

#### NAPHTHALENE FLAKES

Barrett Co.; 40 Rector St., New York, N. Y. Gretsch & Co., Inc., Ralph, 1150 Broadway, New York, N. Y. White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.



Ralph Gretsch, formerly Vice President and Sales Director of The White Tar Company, takes pleasure in announcing that he has formed

### RALPH GRETSCH & CO., Inc. 1150 BROADWAY, NEW YORK CITY

to manufacture, sell and distribute

### NAPHTHALENE FLAKES

#### PINE TAR PAPER

Mr. Gretsch's long experience has given him a thorough understanding of the requirements of the Trade, and all orders will receive his personal attention. A twenty-four hour shipment of orders will be one of the features of our service.

RALPH GRETSCH & CO., INC. 1150 Broadway, New York City



# MOTH: PROTECTION

Constant vigilance is necessary to insure absolute protection against damage by moths.

In the home or in the warehouse, the surest. easiest and cheapest protection is secured by using

# WHITE TAR **NAPHTHALENE**

To keep them clean and free from moths, roll or wrap your rugs, carpets and draperies in

### Pine Tar Paper

This will protect them completely and is simple, effective and inexpensive

Prices and full information upon request.

#### THE WHITE TAR COMPANY OF NEW JERSEY, Inc.

Phone Kearny 2-3600 v
A Subsidiary of the Koppers Co.
Belleville Turnpike, Kearny, N. J.



PADS (Canvas Loading)

PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.

Buffalo Pad and Quilt Co., 403 Broadway, Buffalo, N. Y.

Canvas Specialty Co., Inc.; 200 Canai St., New York, N. Y.

Chicago Quilt Mfg. Co.; 1357 Roosevelt Ed., Chicago, Ill.

Ehrick & Co., Fred; 36th St. at Third Ave., Brooklya, N. Y.

Falton Bag & Cotton Mills; Box 1728, Atlanta, Ga.

(See advertisement elsewhere in this issue)

Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.

Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.

Hettrick Mfg. Co.; D. W. 28, Sammit & Magnolia Sts., Todedo, Ohlo.

Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.

Iden Warchouse Supply Co., 564 Washington Blvd., Chicago, Ill.

Louisville Bedding Co., Clifford W.; 1501 Freeman Ave., Chacianati, Ohlo.

Mailet Co., Chas. A.; 1138 Bank St., Chennati, Ohlo.

Mailet Sextile Co.; 1208 S. Boulevard, New York, N. Y.

Michigan Teat & Awing Co.; 1922 W. Candleld Ave., Detroit, Mich.

New Haven.

Conn.

New Haven Quilt & Pad Uo.; Sz-Su Frankiin St., New Sc. Conn.
Cond.
(See advertisement elsewhere in this issue)
Openheim Bros.; 1107 Broadway, New York, N. Y.
Palmer Bros.; New London, Conn.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Seattle Teat & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
Standard Garment Co.; Michigan & Orange St., Tolsdo, Ohio.





Reg. U. S. Pat. Off.

### FURNITURE

Always improving values through nineteen years of honest service. Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings Grand Covers Tietape

CANVAS SPECIALTY CO., Inc. 200 Canal St., N. Y. C.

1931

#### PADS (Canvas Loading)—Continued

Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)

(Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.

Warner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

Wileox Co. M. I.; 210 Water St., Toledo, Ohio.

Extra-quality Furniture Pads, easily identi-fied by the brilliant gilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect pretection. Filler positively will not lump.

positively will not lump.
Write new for complete information,
priess and terms on the New 1934 line
of Fulco Furniture Pads, Radio Cov-ars, Tarpaulius, Buriap, etc. Address
nearest plant or branch listed below.



### Fulton Bag & Cotton Mills

Dallas Atlanta St. Louis New Orleans Kansas City, Kan. Minneapolls Brooklyn

### DREADNAUGHT FURNITURE PADS



The finest and strongest pads on the market.

### OUR PADS ARE SEWN IN 3" SOUARES

72"x80"	cut	size	@	\$23.50	per	Doz.
54"x72"	99	99		18.50	44	44
36"x72"	44	ee		12.50	66	66

We also make a Complete Line of FORM-FIT PADDED HOOD COVERS for every piece of Furniture.

Finest quality materials and construction go into our products.

America's Largest Pad Manufacturers Since 1910

### New Haven Quilt & Pad Co.

82-86 Franklin Street

New Haven, Conn.

#### PADS (Excelsior Wrapping)

Allen, inc., Charles M.; Fulton, N. Y.
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.
Durrs Mic. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.
Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.
Badians Excelsior Co.; S. Keyatone Ave. & Belt R. B., Indianapolis, Ind.
Orange Mig. Co.; Edand, N. C.
Floneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.
Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.
Sheboygan Pad Co.; 1801-5 Erle Ave., Sheboygan, Wis.
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New
York, N. Y.
(See advertisement elsewhere in this issue)
Washington Excelsior & Mig. Co.; Ft. of Main St., Seattle, Wash.
Webster Bros. & Comover Mig. Co.; Mason City, Iowa.



Tarpaulins
Truck Covers
Awnings

### **POWCO** FURNITURE PADS

CUT SIZE 72 x 54" 72 x 72" 72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler, gives extra thick-ness and permanent body.

Furniture Tape, 11/2" wide, Rolls of 27 yards.

POWERS & CO. REED ST. 25TH TO 26TH

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J. (See advertisement elsewhere in this issue.)

#### PAPER PACKING MATERIAL

'Abbott Associates, 417 Park Square Bidg., Boston, Mass.
Ace Paper Co., Isc.; 127 Bleecker St., New York, N. Y.
General Cellulose Co., Inc.; Westfield, N. J.
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, III.
Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, III.
Picher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, III.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, III.
Van Owners Parchasing Bureau, Inc.; 144 Columbus Ave., New
York, N. Y.
(See advertisement elsewhere in this issue.)

PAPER (Tar)

Gretsch & Co., Inc., Ralph, 1150 Broadway, New York, N. Y.

(See advertisement elsewhere in this issue.)

Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)

White Tar Co.: Dept. W. Belleville Turnpike, Kearny, N. J.

(See advertisement elsewhere in this issue.)

#### PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, III.
Ebinger Sanitary Mg. Co., D. A., 180 Lucas St., Columbus, Ohio.
Edwards Mg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Haucernan Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Haucernan Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Haucernan Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Haucernan Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Haucernan Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 529 N. Michigan Ave., Chicago, III.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.
Smith, F. P., Wire & Iron Works; Fullerton, Clyboura & Ashland Aves. 
Chester St., Chicago, III.

#### PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass. Fairbanks Co.; 598-599 Lafayette St., New York, N. Y. (Trucks only) iden Warehouse Supply Co.; 564 Washington Blvd. Chicago, Ill. Self-Lifting Piano Truck Co.; Findlay, Ohio. (See advertisement elsewhere in this issue)

#### PRINTING

Milbin Printing Co.; 140 West 22nd St., New York City.

### PRINTING WAREHOUSE FORMS OF EVERY DESCRIPTION

Leading household storage warehousemen find Milbin Standard Warehouse Forms help them conduct their business more efficiently.

We will gladly send on request The Milbin Portfolio of Standard Warehouse Forms, which contains the forms that should be used by all progressive warehouses.

LET US SUBMIT SAMPLES AND ESTIMATES ON YOUR PRINTING REQUIREMENTS

MILBIN PRINTING CO., INC. 140 WEST 22nd STREET, N. Y. C.

#### RACKS (Storage)

Barrett-Cravens Co.; 2264 West 30th St., Chicago, III.
Berges Mfg. Co.: 1039 Belden Ave., N. E., Canton, Ohio.
Berges Mfg. Co.: 1039 Belden Ave., N. E., Canton, Ohio.
Berges Mfg. Co.: 1039 Belden Ave., N. E., Canton, Ohio.
Economic St. Co.: 124 West Co.: 205 E. 42 Med.
Economic St. Co.: 1251 W. Van Buren tt. Chicago III.
Beller & Sona, P. A.: 219 Griswold St., Detroit, Mich.
Levis-Shepard Co.: 124 Walnut St., Watertown Sta., Boston, Mass.
Leyton's Sons Co., David: 2270 E. Allegheny Ave., Philadelphia, Pa.
Lyon-Metal Products, Inc.: Drawer 480, Aurora, III.
Market Forge Co.: Garney St., Everett, Mass.
Medart Mfg. Co., Fred; Pontiac & DeKaib Sts., St. Louis, Mo.
New Britain Mche. Co.; 140 Chesnut St., New Britain, Conn.
Revolvator Co.; 336 Garfield Ave., Jersey City, N. J.

#### RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Ph. Ohmer Fare Hegister Co.; 740 Bolander St., Dayton, Ohio. Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio. Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill. U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y. Veeder Mfg. Co.; 54 Sargent St., Hartford, Cons.

#### SAWS (Portable Machine)

C. H. & E. Mfg. Co.; N. E. Cor. Clinton & Mineral Sta., Milwaukee, Wia. Challenge Co.; 193 River St., Batavia, Ill.
Fairbanks, Morae & Co.; 900 S. Wabash Ave., Chicago, Ill.
Kennedy, Raiph M.; 111 N. Seventh St., Philadelphia, Pa.
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.
Lippert Saw Co., E. T.; 608 Lincoin Ave., Milrale, Pittsburgh, Pa.
New Holland Machine Co.; New Holland, Pa.
Onan & Sons, D. W.; 43 Royalston Ave., Minneapolis, Minn.
Skilsaw, Inc.; 3310 Elston Ave., Chicago, Ill.
Speedway Mfg. Co.; 1834 S. 52nd Ave., Cleero, Ill.
Taylor Iron Works & Supply Co.; P. O. Box 218, Macon, Gs.
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

#### SCALES

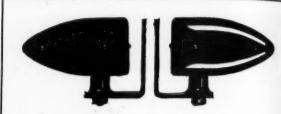
Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.
Dayton Scale Co.; Dayton, Ohio.
Exact Weight Scale Co.; 944 W. Fifth Ave., Columbus, Ohio.
Fairbanks, Morse & Co., E. T.; St. Johnsbury, Vt.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Jaston Scale Co.; Beloit, Wis.
Howe Scale Co.; Rutland, Vt.
International Scale Co.; 270 Broadway, New York, N. Y.
Kron Co.; 1720 Fairfield Ave., Bridgeport, Conn.
Merrick Scale Mfg. Co.; 180-186 Autumn St., Passaic, N. J.
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky
Foledo Scale Co.; Toledo, Ohio.



# HOTEL PENNSYLVANIA

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Turn Signal Corp., 400 E. Rittenhouse Ave., Phila., Pa.



### A Turnsignal

- 1. Is a paying investment
- Adds 5% to 15% to possible travel distance without increasing rate of speed
- 3. Removes one of most common causes for motor accidents
- Overcomes the most serious prejudice against trucks on the highways
- 5. Solves the Signal Cutoff Problem

Officially approved by all states requiring turn signaling equipment.

# TURNSIGNAL

400 E. Rittenhouse St., (Germantown) Phila., Pa.

#### STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y. Diagraph Stencil Mche. Corp.: 2913 Clark Ave., St. Louis, Mo. Ideal Stencil Mche. Co.; 22 Ideal Block, Belleville, Ill. Marah Stencil Mche. Co.; 35 March Bldg., Belleville, Ill.

#### TIRES (Industrial Truck)

Goodrich Rubber Co., B. F.; Akron, Ohio.

#### TIRES (Motor Truck)

Firestone Tire & Rubber Co.: So. Main St., Akron, Ohio.
Fisk Rubber Co.: Chicopee Falls, Mass.
General Tire & Rubber Co.: E. Mance: St., Akron, Ohio.
Goodrich Rubber Co., B. F.; Akron, Ohio.
Goodrich Rubber Co., B. F.; Akron, Ohio.
Goodyear Tire & Rubber Co., 17144 E. Market St., Akron, Ohio.
(See selvertisement elsewhere in this issue)
Kelly-Springfield Tire Co., 1775 Broadway, New York, N. Y.
Mohawk Rubber Co., 1236 Second Ave., Akron, Ohio.
United States Rubber Co.; 1790 Broadway, New York, N. Y.

#### TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich. General Motors Truck Co.; Pontlac, Mich. (See advertisement elsewhere in this issue.)
Gramm Motors, Inc.; Delphos, Ohlo.
Highway Trailer Co.; Edgerton, Wis.
Reo Motor Car Co.; Lansing, Mich.
(See advertisement elsewhere in this issue)
Stoughton Co.; Stoughton, Wis.
Trailer Co. of America; 31st and Robertson, Cincinnati, Ohlo
Truck Equipment Co., 1791 Fillmore Ave., Buffalo, N. Y.
Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal

, 1934

#### TRUCKS (Hand)

American Pulley Co.; 4200 Wissanhickon Ave., Philadelphia, Pa.
(All steel stevedore)
(See advertisement on page 1 of this issue.)
(Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
(Pistform)
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and plat-

Barrett-Graves Co.; delta San Bruno Ave., San Francisco, Cal. (Platform) Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform) Chase Fdfy. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio. Clark Co.; Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore) Calson Co.; Box 550, Elyria Ohio. (Platform and stevedore) Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore) Excelsion Plimptruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and

Excelsior Plimptruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and steredore)
prirants Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and steredore)
prirants Co.; 394-399 Lafayette St., New York, N. Y. (Lift, platform and steredore)
prirants Co.; 394-399 Lafayette St., N. W., Grand Rapids, Mich. Hamilton Baster & Mfg. Co.; Hamilton, Ohio.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich. Howe Chain Co.; Butland, Vt.
Howe Chain Co.; St., Chain Co.; Hamilton, Ohio.
Howe Chain Co.; St., Chain Co.; Hamilton, Ohio.
Howe Chain Co.; St., St., Chain St., Palmer, Mass.
Rent Machine Co.; Kent, Ohio.
Rent Machine Co.; Kent, Ohio.
Lew Shepard Co.; 124 Wainut St., Watertown Sta., Boston, Mass. (Lift and steredore)
Lyon Iron Works, Inc.; Box A. Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sta., Pittsburgh, Pa. (Stevedore)
Marion Maliaeble Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
Market Forge Co.; Garney St., Everett, Mass.
Mensaba Wood Split Pulley Co.; P. O. Box No. J. Mensaba, Wis. (Lift and steredore)
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, III.

Market Forge Co.; Garney St., Everett, Mass.

Mensaha Wood Split Pulley Co.; P. O. Box No. J., Mennsha, Wis. (Lift and
stevedore)

Mccury Mg. Co.; 4148 S. Halsted St., Chicago, Ill.

Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.

Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.

Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.

Nutting Truck Co., 252 Kinsie St., Chicago, Ill. (Platform and stevedore)

Oragerille Mgs. Co.; Orangeville, Pa. (Stevedore)

Revolvato Co.; 253 Gardeld Ave., Jersey City, N. J. (Lift)

Saginaw Stamping & Tooi Co.; Saginaw, Mich.

Self-Lifting Plano Truck Co.; Findlay, Ohio. (Special plano)

Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

(Platform and dolly)

(See advertisement elsewhere in this issue.)

Streich & Bro., A.; 518 Eighth St., Onkosh, Wis.

Transmission Bail Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)

Tucker & Dorsey Mfg. Co.; Dept. D. W.. S. State & Bates Sts., Indianapolis, Ind.

(Platform)

Warren Mg. Co.; 10 Exchange St., Chicopee. Mass.

(Piatform)
Warren Mfg. Co.; 10 Exchange St., Chicopee. Mass.
Warraw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Piatform and stevedore)
West Rend Equipment Co.; 200 S. Wares Rt., West Bend, Wis.

#### TRUCKS (Refrigerator)

R & R Appliance Co., Inc.: 208 E. Crawford St., Findlay, Ohio. Self-Lifting Piano Truck Co.; Findlay, Ohio.

#### TRUCKS (Tiering)

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio. Clark Tructractor Co.; Battle Creek. Mich. (also Lifting) Crescent Truck Co.; 185 N. Tenth St., Lebanon, Fa. Economy Eng. Co.; 2951 W. Van Buren St., Chicago, III. Economy Eng. Co.; 2951 W. Van Buren St., Chicago, III. New Jersey Foundry & Mche. Co.; Garwood, New Jersey, (Chain, Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (New Jersey). Chicago, III. Chicago, I

#### **VAULTS** (Fumigation)

Calcyanide Co.; 60 E. 42nd St., New York, N. Y. Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

#### WAREHOUSE FORMS

Milbin Printing Co., Inc., 140 West 22d St., New York City.
(See advertisement elsewhere in this issue.)

A rolling-stone advertiser is one who is always about to get some benefit out of his advertising, but who never does.



When Buying a Refrigerator Truck Consider the Company Back of It!

#### Self-Lifting Piano Truck Co. Findlay, Ohio

Manufacturers of Trucks Since 1901

This 1934 Heavy Duty X-70 Model fits all cabinets with er without logs, or in the crate, preventing damage to cabinet, floor or walls. Buty all-steel frame. One truck with top casters and handles for tilting and rolling into delivery truck and on stairs.

and on stairs.

Only pads teach cabinet. Cemplete set \$34.50.

Bail bearing swivel casters on one end \$5 extra.

Also manufacturing Balance Refrigerator Trucks
and eleven styles of plane trucks. Write teday for

#### WHEELS (Industrial Truck)

Divine Bros. Company: 101 Whitesboro St., Utica, N. Y. Fairbanks Co.: 393-399 Lafayette St., New York, N. Y.

#### WORK SUITS AND UNIFORMS

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich. Courtney & Son, Thomas; 310 Spring St., New York, N. Y. Globe Superior Corp.; Lock Drawer C, Abingdon, Ill. Hart Mfg. Co.; 18 E. Livingston St., Columbus, Ohlo. Hirsh-Weis Mfg. Co.; 205-209 Burnside St., Fortland, Ore. Isaac and Son, Wm.; 88 Bowery, New York, N. Y. Lamb Mfg. Co.; 1801 Wabash Ave., Terre Haute, Ind. Lee Mercantile Co., H. D.; 20th & Wyandotte Sts., Kansas City, Mo. McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St., Joseph, Mo. Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo. Nunnally & McCrea Co.; 104-6 Mitchell St., S.W., Atlanta, Gs. Oberman Mfg. Co., D. M.; P. O. Drawer 68, Jefferson City, Mo. Oppenheim Bros.; 1107 Broadway, New York, N. Y. Rissman & Son, John; 841 Blue Island Ave., Chicago, Ill. Scott Mfg. Co., Cyrus W.; Houston, Texas. Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio. Strauss & Co., Levi; 98 Battery St., San Francisco, Cal. Sweet. Orr & Co.; 10 Union Square, New York, N. Y. Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas. Welch-Cook-Beals Co.; 321-29 S. Third St., Cedar Rapids, Iowa. Zions' Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utan.





Every room in the President has a private bath, circulating ice water and a ventilated valet service door. Restful harmonious furnishings with deep soft beds that invite sound sleep. Splendid food in coffee shop and famous Walnut Room.

One of America's really fine hotels with the most complete convention facilities in Kansas City. GARAGE DIRECTLY OPPOSITE ENTRANCE

PERCY TYRRELL Managing Director



BALTIMORE at 14th .... JUST OUT OF THE NOISE ZONE

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Wayne Storage Co
Filiat Wayne Storage Co
Filint
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Grand Raglotge. & Thr. Co.
Kalamazee
National Stge. Co.
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erminals & Transp. Corp. Elmira Bimbers Suns, Jos. Rice Stgs. Corp., A. C. Fred Hills. Fpf. Stgs. Great Neck Stgs. Co., Inc. Hempstead Stanfactors Sta

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Admitted Wisses., Inc.
Broadway Stge. Whee.
Bush Terminal Co.
Bush Terminal Co.

Byrnes Brothers Whass., Inc.
Day & Meyer, Murray & Young, Inc.
Dunham & Reid, Inc.
Ellinger's Fpf. Whase, Inc.
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Hahn Brothers Fpf. Whase., Inc.
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Midtown Whee, Inc.

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Starrett-Lehlen Building.

Starrett-Lehlen Building.

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Achastar

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Eschester
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Exchange Whise. Co.
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Sarionfield
Wagner Whse. Corp.
Travis Co., Z. I.
Toliede
Great Lakes Term. Whse. Co.
Toledo Term. Whse., Inc.

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O. K. Tfr. & Stge. Co.
Oklahoma Bonded Whse. Co.
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Laneaster Krytone Exp. & Stge. Co.
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New Castle
Keystone-Lawrence Tfr. & Stge. Co.
01 City
Carnahan Tfr. & Stge.
Philadelphia
Atlas Stge. Whee. Co.
Fridelity—20th Century Stge. Whee.
Co. Gallaghers Whses.
Miller North Broad Sige. Co.
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Pittsburgh

Pittburgh Whise Co.

Pittburgh Whise Co.
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Haugh & Keenan Stre. & Tfr. Co.
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Pallas Tfr. & Stre. Co.

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Dallas-Trinity Whse. Co.

Interstate Fpf. Stge. & Tfr. Co.

El Pase

Daniel Stge. Co., R. L.

Fort Worth

Binyon O'Keefe Fpf. Stge. Co.

O'K. Warehouse Co.

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Wiley & Nicholls Co.

Harlingen

Jones Tfr. & Stge. Co.

Houstes

Patrick Tfr. & Stge. Co.

Universal Term. Whse. Co.

Westheimer Tfr. & Stge. Co.

Westheimer Tfr. & Stge. Co. San Antanie Central Whee. & Stge. Co. Merchants Tfr. & Stge. Co. Muegge-Jenuil Whee. Co. Scobey Fof. Stge. Southern Tfr. Co. Tyler Whee, & Stre. Co. Wichita Falls Tarry Whee, & Stre. Co.

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MEXICO

Page 107 Mexico City Bodegas Choppo, S. A.

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### "Andy Says"

THE future of public warehousing will, to a large extent, be determined by the acts of today. As I travel about the country, it is more and more clearly defined that these next twelve months are the critical months for our industry. Permanent benefits will be either gained or lost within this period; and for that reason, every public warehouseman-no matter in which branch of the business he may be engaged-should give his complete attention to what is going on in relation to his code and his national associations' effort to unite the industry into one great outstanding group, thereby definitely knowing what his service comprises and what he should charge for it.

Other industries have accomplished it—so why not ours? The benefits of organization today should in full measure become perpetual. You, as an individual warehouseman, are the keeper of your progeny and your estate. You are now being called on to do certain things that will influence you and your business for years to come. As merely a trustee for that which you now hold, can you refuse to cooperate with those who are today giving their all to secure the future?

Within the past few weeks I have sat in several very important meetings of local, State, sectional and national associations, and it is too bad that every warehouseman and truck operator within the jurisdiction of those bodies could not have heard all that was said.

There's a whale of a lot of difference between reading through your bulletins of the proceedings of your association and listening to those who contribute to the proceedings. Only by attending your association meetings can you possibly get the spirit of it all. It is, therefore, necessary to take the time and spend the money to get the most out of your association affiliations—no matter what they may be.

There are some who are members of no association. They are the "lone wolves" who cannot last long, nor can they profit greatly while they last. Regimentation of industry—no matter what the industry may be—is here to stay. Whether under the NRA or through association activities, we must declare ourselves; the men, or firms, who do not, will find themselves fighting an unsurmountable condition—created only by themselves.

Certain branches of the public warehousing business or trade have accomplished much during this past year. Other branches would have done as well if the proper support had been given to those endeavoring to protect their interests. It is not too late to offer this support to those who in your association are giving so willingly of their time and money to help your cause—not theirs alone.

"Trady"

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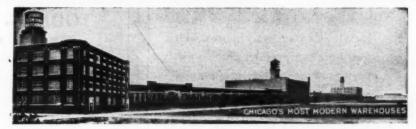
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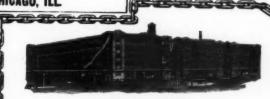
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Bonded Brick Warehouses for Merchandise and Household Goods Storage. Trucks for All Classes Drayage. Private Sidings Misseuri Pacific Ry. Switching Limits All Rafi Lines and River Connections. Our Traffic Department Will Help Selve Your Distribution Problems.

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Member of A.W.A. - N.F.W.A. - S.W.A. - A.V.L.

### NEW ORLEANS, LA.

Importers' Bonded Warehouse

and Bienville Warehouses Corporation, Inc. R. W. DIETRICH, President

### NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government. Office, 340 Bienville St.

Member A. C. W .- A. W. A. 

The Men Who Distribute

### Hoosier Kitchen Cabinets

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### **Commercial Terminal** Warehouse Company

INCORPORATED

### Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street

NEW ORLEANS

LOUISIANA

NEW ORLEANS, LA.





New Orleans, La.

Sprinklered storage-1,050,000 square feet. Mdse. and Furniture. Switch track capacity Nine warehouses con-venient to your trade. Loans made against negotiable receipts.

Trucking Department operating 55 trucks. Insurance Rates 12c to 22c.

Represented by Distribution Service, Inc. Service, Inc. New York Chicago San Francisco SANGOR, MAINE

McLAUGHLIN WAREHOUSE CO. Established 1875 Incorporated 1918

General Storage and Distributing



TO TO THE

Rail and Water Connec-tion—Private Siding

Member perican Chain of Ware-

American
Association Warehousemen's

National Furniture Ware-housemen's Association

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BALTIMORE, MD.

For Details See Directory Issue Distribution and Warehousing

### BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses Rail and Water Facilities Pool Car Distribution—Storage—Forwarding Private Siding Western Maryland Railway

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Established 1905 FIREPROOF WAREHOUSE

THOS. H. VICKERY, Pres.

Charles and 26th Sts.

Every facility for the handling of your shipments

NEW ORLEANS, LA. [

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#### TRANSFER AND STORAGE CO., INC.

927-945 Magazine St. Modern Fireproof Warsh Tou may depend on us to treat your clients as our own when you call on us to serve them in New Orleans. Members-N.P.W.A. and A.W.A.

NEW ORLEANS, LA.

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2nd PORT, U. S. A.

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Lecated on Mississippi River—Shipside connection.

Electrical unloading and piling devices provided to eliminate damage in handling. bandling.
cellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc. New Orleans, La.

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### PELICAN STORAGE & TRANSFER 201 NORTH FRONT ST.

Complete Warehousing & Distribution Service. Low Insurance . . . Switch Track Facilities Motor Freight Terminal . . . Fumigation

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"LET US GIVE YOU THE BEST"

Standard Warehouse Company, Inc.

100 Poydras St. New Orleans, La.

Twenty trucks and twenty cars can be handled simultaneously at our 800 feet of platform. Rail and water facilities are at our doors. More than 100,000 feet of space, and every possible facility for storage, drayage, distribution of pool cars. In fact, every branch of the merchandise warehouse industry is at your immediate disposal.

Member of Texas Southwest Warehouse and Transfermen's Association, Inc.

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Operating Terminal Warehouses on Tracks of The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

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CENTRAL WAREHOUSE CO., Inc.
Rail Connections — Motor Trucks — Pool Car Service
Merchandise Storage and Distribution

Complete Branch Warehouse Service — Low Insurance Located in Heart of Wholesale and Jobbing District 4 Blocks from Actual Center of City 515-525 W. Baltimore St. - 502-508 W. Redwood St.

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STORAGE CO. 2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served All Collections Promptly Remitted

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Household Goods Pool Car Distribution Maryland Furniture Warshousemen's Association National Furniture Warshousemen's Association

Baltimore's Modern Fireproof Warehouse MARTIN J. REILLY, PRES. A. BERNARD HEINE VICE-PRES. BALTIMORE, MD.

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Offering the most complete Moving, Hauling and Freight Service in Baltimore Handling Distribution of Nationally Known Products for 35 Years Floet of Delivery Trucks Covering City and Vicinity Twice Daily "U. S. Customs Bonded Drayman"
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**OUICK DELIVERIES** LONG DISTANCE MOTOR FREIGHT



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Merchandise-Storage

McCormick Warehouse Co., Inc.

McCormick Bldg.

Rail Connections

BALTIMORE, MD. |

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15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE

MOTOR VAN SERVICE

EFFICIENT AND COURTEOUS MANAGEMENT

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Satisfactory service guaranteed

The Terminal Warehouse Company of Baltimore City

has received, stored and distributed merchandise since the year 1893

The four warehouses operated by the Company have Pennsylvania Railroad sidings and one has also a steamship pier extending into the harbor.

BOSTON, MASS.

### BANKERS WAREHOUSE COMPANY

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage N. Y., N. H. & H. Private Siding Pool Car Distribution Member Mass. W. A. BOSTON, MASS.

### SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containers.

T. G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON OPERATING DORCHESTER FIREPROOF STORAGE WAREHOUSE
Members—N.F.W.A.,—Mass. W. A.,—A.V.L.,—Can. W. A.

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38 STILLINGS ST.

PERSONAL SERVICE

GENERAL

CENTRAL LOCATION MERCHANDISE STORAGE

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Sidings on N. Y., N. H. & H. R. R.

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COMPLETE WAREHOUSING FACILITIES CONTAINER SERVICE 48 Bromfield St. Member Mass, W.A. May, W.A. 2175 Washington St

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Free and Bonded Space

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Rail and Motor Truck Deliveries to All Points in New England

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FEDERAL WAREHOUSE, INC. 34-38 MIDWAY ST., BOSTON, MASS. Storage Capacity, 100,000 Sq. Ft.

urance rate, direct track connection N. Y., N. H. & Hartferd R. B. Merchandise. Storage and distribution. Negotiable and Non-negotiable is receipts. Space reserved for merchandles requiring non-freesing tem-

Pool Car Shipments — Auto Truck Service William F. Heavey, President and General Manager

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#### Hoosac Storage and Warehouse Company Lechmere Square, East Cambridge, Mass. FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R. Lechmere Warehouse, East Cambridge, Mass. Hoosac Stores, Hoosac Docks, Charlestown, Mass. Warren Bridge Warehouse, Charlestown, Mass.

### BOSTON, MASS. [

### MERCHANTS WAREHOUSE CO. FISKE WHARF STORES

453 Commercial St.

Boston, Mass.

M.W.A.

Free & Bonded Fireproof Stores
Private Siding—Union Freight R. R.
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### WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Man.

### STORAGE

B. & M. B.R. Mystic Wharf, Boston

N. Y., N. H. & H. B.R. E. Street Stores South Boston

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#### Established 1830

### D. S. WOODBERRY CO.

P. O. Box 57, North Postal Station, Boston

FORWARDERS & STORAGE

Pool Car Distribution Specialists for New England Boston & Maine R. R. Siding

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### Consign Your Lift Van Shipments to Us

### CLARK & REID CO., Inc.

380 GREEN ST., CAMBRIDGE, MASS.
PACKING. STORING, SHIPPING OF
HOUSEHOLD GOODS
OUR SERVICE INCLUDES ALL GREATER BOSTON
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Gen. Offices: Fall River, Mass. Gen. Merchandise Storage and Pool Car Distribution

### FALL RIVER, MASS.

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Inc. 78 Fourth St.

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STORAGE AND DISTRIBUTION-POOL CAR SHIPMENTS DIRECT N. Y., N. H. & H. R. R.-MEMBERS A. W. A.

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### T. ROBERTS & SONS, INC. Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING

B. & A. R.R. OR ANY R.R.

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### Atlantic States Warehouse and Cold Storage Corporation

### 385 LIBERTY ST.

General Merchandise and Household Goods Storage Cold Storage for Butter, Eggs, Poultry, Cheese, Meats and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.

Member A. W. A.

Daily Trucking Service to suburbs and towns within a radius of fifty miles.

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### Connecticut Valley Storage Warehouse Company

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"We specialize in service."
Our service includes everything that a manufacturer, distributor, broker or apost desires for bisself or his outbowers.

B. & A. R. R. Siding—New Haves and B. & M. Connections Reference—Any Springfield Bank.

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STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE RADIUS. SPECIAL FACILITIES FOR STORING, MOVING, PACKING AND SHIPPING OF HOUSENOLD EFFECTS.
ALSO WAREHOUSES AT BRIDGEPORT AND MARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



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Personal Service that is different Pool car distribution by our own trucks Try us and be convinced Lafayette 1157-1135

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### Henry & Schram Storage & **Trucking Company**

"The Warehouse of Service"

Merchandise Storage-General Trucking

Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways "Your Interests Are Always Ours"

1941-63 W. Fort Street

Detroit, Michigan

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DETROIT, MICH.



### Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

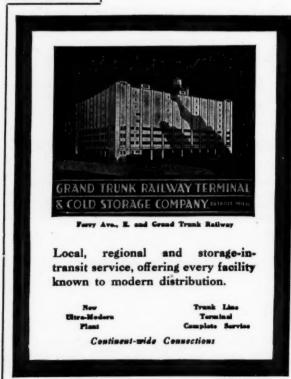
### Michigan Terminal Warehouse **Wyoming and Brandt Avenues**

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

### Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.



DETROIT, MICH.

John F. Ivory Stge. Co., Inc. MOVING—PACKING—SHIPPING

STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

### **JEFFERSON** TERMINAL WAREHOUSE

1900 E. Jefferson Ave. Michigan Detroit

### MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

James D. Dunn, President and Treasurer

FOUR LARGE FIRE - PROOF WAREHOUSES

STORAGE PACKING SHIPPING



Household Goods

Located in the heart of the jobbing district

We solicit the careful handling and warehousing of special merchandise accounts such as Refrigerators, Vacuum and Radio Equipment, Washing and Ironing Ma-chines, Drugs and Toilet Supplies and package goods of every kind.

Personal service guaranteed. Let us represent your interests in Detroit.

RIVERSIDE STORAGE AND CARTAGE CO. Detroit, Mich. Cass and Congress Sts. Member: NFWA-AWAm-MichFWA-MichWA-DFWA

DETROIT, MICH.

O. E. SPECK, General Manager

### WAYNE WAREHOUSE CO.

1965 Porter St.

Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager

Member of Distribution Service, inc.

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CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK-G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER CO.

Approximately 75% of All Commercial Storage in Grand Rapide Handled Thru Columbian

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THE LARGEST MERCHANDISE WAREHOUSE IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service. Moving-Packing-Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse 301-311 EAST WATER ST.

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LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager
SERVICE—SAFETY—SATISFACTION—GUARANTEED
MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

RUG-TRUNK-SILVER VAULTS

WE KNOW HOW 440 No. Washington Ave. (Member of Allied Van Lines, Inc.)



PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.
GAUKLER FIREPROOF STORAGE CO.
Moving, storing, packing and abipping of household goods
9-11 ORCHARD LAKE AVE.

Operated in conjunction with

PONTIAC CARTAGE COMPANY
359 S. JESSIE ST. AT G. T. R. R.
Merchandise distribution and warebousing
Fireproof warebouse—Office space—Private siding

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION SPRINKLER SYSTEM Private Sidings M. C. R. R.

SAGINAW, MICH. N. Michigan Ava.

The Men Who Distribute

Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING and consult the Directory of Warehouses

DULUTH, MINN.

McDOUGALL TERMINAL and COLD STORAGE CO.

DULUTH, MINN.
THE GATEWAY TO THE NORTHWEST

Cold \$torage

General Merchandise

POOL CAR DISTRIBUTION

LOCATED IN THE HEART OF THE JOBBING DISTRICT LOW INSURANCE RATE

R. D. ALWORTH, Pres.

B. E. HALGREN, Gen. Mgr.

MINNEAPOLIS, MINN.

Established 1880

TRANSFER & STORAGE CO.

734-758 Fourth St. No.
Conveniently located on CBQ & GN Ry. tracks,
Local and long distance motor truck service.

MINNEAPOLIS, MINN.

WAREHOUSE COMPA

Complete Distribution Service

MINNEAPOLIS

ST. PAUL 8th & Johns St.

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidnings on G.N. and C.B.&Q. Motor trucks for prompt storedoor delivery.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.







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The Northwestern

OPERATING OFFICE:

PUBLIC BONDED WAREHOUSE
WITH COMPLETE FACILITIES
OFFICE: 000 Stimon Boulevard, Minnoaspolis, Minn.
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In Minneapolis-

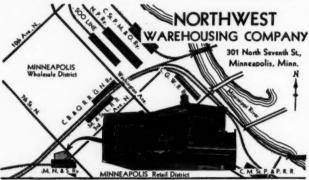
### MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

In St. Paul and Minnesota Transfer-

### ST. PAUL TERMINAL WAREHOUSE **COMPANY**

offers the same progressive services and facilities under the same management. We invite your inquiries.



Here you get close to MINNEAPOLIS Buyers Ave 7th St. 5. - Nicollet Ave.

MOORHEAD, MINN.

"Service That Satisfies"

### MOORHEAD STORAGE AND TRANSFER CO.

(Operated by Leonard, Crosset & Riley, Inc.) A complete merchandise and pool car distribution Warehouse, Bonded. Steam heat and sprinkler system throughout entire building. On main line G. N. & N P. Kallways, our own private Terminals. Lowest insurance rates any storage warehouse in the Northwest.

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### Carey Transfer & Storage 903 6th St., N. W.

S.B. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. MinnWA.—Mayflower Warehousemen's Assn.

#### ST. PAUL, MINN.

### CENTRAL WAREHOUSE COMPANY SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

MERCHANDISE STORAGE DISTRIBUTION COLD STORAGE

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn. Represented by

DISTRIBUTION SERVICE, INC.

100 Broad St.
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E Bowling Green 9-0986

100 Broad St.
CHICAGO
Phone Sup. 7180

An Issociation of Good Warehouses cated at Strategic Distribution Centers

#### ST. PAUL, MINN. [

In St. Paul and Minnesota Transfer-

### ST. PAUL TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

In Minneapolis-

### MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries,

### JACKSON, MISS.



### RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution MERCHANDISE

Experienced Organisation and Equipment for MOVING, PACKING and STORING HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co., Low Insurance Rate MOTOR TRUCK BERVICE

### VICKSBURG, MISS.

We have the facilities for serving you and your trade to the hest possible advantage,

### Z. B. SCHWARZ & CO.

VICKSBURG, MISSISSIPPI

THE CENTRAL DISTRIBUTING POINT FOR MISSISSIPPI AND LOUISIANA MODERN, SPRINKLERED WAREHOUSE-MOTOR FREIGHT DEPOT-BONDED, INSURED TRUCK SERVICE

Pool Cars a Specialty-Maximum Service at Minimum Cost

### JOPLIN, MO.

### Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Ma.

Distribution and storage of merchandise Fireproof warehouses—Motor van service On railroad siding—Lowest Insurance rates PACKING-STORAGE-SHIPPING

#### KANSAS CITY, MO.

In Kansas City

### FIREPROOF it's the A-B-C WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Allied Van Lines, Inc.

### KANSAS CITY, MO.

MERCHANDISE STORAGE LOW INSURANCE RATES POOL CAR DISTRIBUTION FREIGHT FORWARDERS AND DISTRIBUTORS

MEMBER OF perican Chain of Warehouses perican Warehousemen's sociation Traffic Club Chamber of Commerce



### KANSAS CITY, MO. [

"OVER 50 YEARS OF KNOWING HOW"

### CENTRAL STORAGE CO.

PROVIDES
"Kansas City's Best Warehouse Service" PACKAGE STORAGE-OFFICE SPACE-SPACE LEASES-TRUCK DELIVERIES-POOL CARS DISTRIBUTED-LOW INSURANCE

Main Office and Plant-1427 West 9th St. In Center of Wholesale and Freight House District KANSAS CITY, MO.

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Financing

### **CROOKS TERMINAL WAREHOUSES**

"Konsas City's Finest Warehouses"
LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Brokers' Warehouse, Security Warehouse, Terminal

KANSAS CITY, MO. J

# MONARCH STORAGE

Main Office

Branch Office 39th & Main

Member of Mayflower Warehousemen's Association

KANSAS CITY, MO. |

W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks connecting all Railroads.
Distribution and Storage Merchandise and H. H. Goods.
Pool Cars Promptly Handled and Reports Mailed in.
Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY 2015-17-19 Grand Ave. Kansas City, Mo.

KANSAS CITY, MO. [

# THE ONLY WAY TRANSFER & WAREHOUSE COMPANY

Merchandise Storage and Drayage Pool Car Distributors Parcel Post Forwarders Track connections with all railroads.

In the heart of the Freight House and Wholesale District
"30 years of continuous service"

KANSAS CITY, MO. [

Member American Warehousemen's Assn.

Missouri Warehousemen's Assn.

K. C. Warehousemen's Assn.

### RADIAL WAREHOUSE COMPANY

POOL CAR

Shipments Forwarded Without Drayage Charge MERCHANDISE

Storage and Distribution
We selicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.

# The H. H. SMITH STORAGE CO., Inc. 1015-19 MULBERRY ST.

General Merchandise Storage and Distribution
Office and Loft Space to Lease
Private Sidings—CBQ—U.P.Rys,

KANSAS CITY, MO.



KANSAS CITY, MO.

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COMPLETE

ST. LOUIS, MO.

ESTABLISHED 1913

Unsurpassed Facilities for Handling Household Goods, Fireproof Warehouse

Your Interests Will Be Safely Guarded

LANGAN STORAGE & VAN CO.

5201 Delmar Blvd.

Member Chamber of Commerce. N. F. W. A.

ST. LOUIS. MO. I



# S. N. Long Warehouse

"Business Making Service"





ST. LOUIS TERMINAL WAREHOUSE CO.



Largest Warehouse Organization in St. Louis

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

894 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

ST. LOUIS. MO.

### St. Louis Mart. Inc.

Warehouse Division

Merchandise Storage State and U. S. Customs Bonded 12th Blvd. at Spruce St. St. St. Louis, Mo.

MISSOULA, MONT.

J. W. Reely, Prop.

Established 1903

Basement and Warehouse Space Furnished Merchants and Wholesale Houses Expert Packing, Crating, Shipping by Rail or Truck

Reely's General Storage and Transfer DISTRIBUTING AND FORWARDING

DISTRIBUTING AND FUR WARDING
Pool Cars, Merchandise, Machinery and Household Goods
a Specialty
Private Spurs to N. P. and Milwaukee Raliways. No Switching Charge
Warehouse on U. S. Highways No. 10 and 33. Headquarters for Freight Truck Line
734 W. BROADWAY, MISSOULA, MONT.

HASTINGS, NEBR.

1876

1934 **Borley Storage & Transfer** 

Co., Inc.

Pool Car Distribution FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE

LINCOLN, NEBR.

100,000 Sq. Feet Linceln, Nebraska 301 N. 8th Street

SULLIVANS

44 Years of Continuous Service

1934

Merchandise and Household Storage—Pool Car Distribution.

General Cartage—Trucking—Assembling.

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, locat the lines of the C. B & Q-Mo. Pacific and Union Pacific wi other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co. Lincoln. Nebr. Grand Island, Nebr. Lincoln, Nebr.

LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Member: A. C. W.

OMAHA, NEBR.



STURING SHIPPING PACKING.

OMAHA, NEB.

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### CENTRAL STORAGE & VAN CO.

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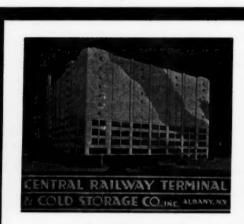
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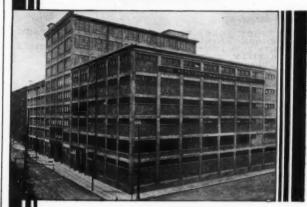
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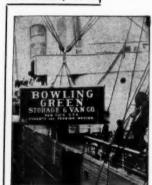
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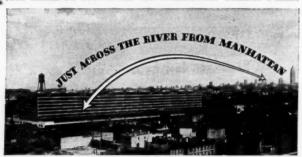
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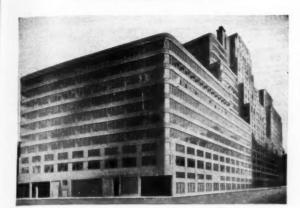
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Mdse. Storage Pool Cars Handled
Private Siding

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#### SYRACUSE, N. Y.

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### Get the Details of Our Service

Get ALL the facts about our complete distribution and warehousing service and see how it will help you make more sales and a bigger profit in New York State.

Member AWA, ACW NFWA, AVL



348-360 W. Fayette St., Syracuse, N. Y. 60000 000000

### SYRACUSE, N. Y.

## DISTRIBUTION KING STORAGE



MERCHANDISE

HOUSEHOLD GOODS

MOTOR FRT. STORE DOOR DELIVERY

MEMBERS .W.A. N.F.W.A. AGT. A.V.L.

UTICA, N. Y.

### Utica Warehouse Co., Inc.

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Unexcelled facilities for handling Bulk Shipments. Storage in transit rates on Cotton—specialising in Cotton, Textiles, Alkalis, denatured Alcohol. Direct New York Central siding—free switching any railrond.

### WHITE PLAINS, N. Y.

### CARPENTER STORAGE, INC.

Also serving Tarrytown Scarsdale Hartsdale Mamaroneck Port Chester Larchmont 107-121 Brookfield St.

One of the most modern and best equipped Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
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### J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping Prompt service for any point in Westchester County Member N.Y.F.W.A.

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McCann's Storage Warehouse Co. 3 MILL ST.

### Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in West-chester County—serving entire county.

### BURLINGTON, N. C.

### Barnwell Warehouse & Brokerage Co.

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina. Distributing trucks going to practically all points in the State daily.

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For Complete Warehouse Service in Troy

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Household Goods, Storage, Packing, Shipping—Pool Cars Distributed Fleet of Motor Vans for Local and Long Distance Work

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## AMERICAN STORAGE & WAREHOUSE CO. CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST. MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

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Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.

Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

STORAGE - PACKING - DISTRIBUTION - FORWARDING

Of Merchandise, Automobiles, Household Goods

"IN THE HEART OF NEW YORK STATE"

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### Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C. Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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### Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

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Peol Car Distributors Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.

1000-1008 West Morehead St. Private Branch Exchange 20 Private Offic MEMBER OF A.W.A.-MAY.W.A.-ALLIED DIST., INC. WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space-Fireproof

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Household Goods, Storage, Packing, Shipping POOL CAR DISTRIBUTION MOTOR SERVICE

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Union Storage & Transfer Co., Fargo, N. D.

General Storage—Cold Storage—Household Goods

Entablished 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Common storage, cold storage and household goods. Ship in our care for prompt and good service.

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Mill constructed building, sprinklered, low insurance. Local and long-distance cartage.

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WAREHOUSE & STORAGE CO.

**36 CHERRY STREET** 

Household Goods and Merchandise Fireproof Warehouse—Local and long distance moving.

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CANTON STORAGE, Inc. 4TH AND CHERRY N.E.

MERCHANDISE-HOUSEHOLD GOODS COLD STORAGE

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Special room for storage of semi-perishable goods: Nuts. Dried Freits, Ries, etc., where a low temperature is maintained.
Special attention given to reshipolng in L.C.L. lots the same day orders are received. Facilities for storage of Olis, Grease, Chemicals, and goods requiring cellar storage.

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MERCHANDISE — STORAGE — DISTRIBUTION



Largest Most Modern Strictly Firegreet Warehouse in Ohio 7,500,000 eu. ft. General Starage-1,500,000 eu. ft. Cold Starage TTTTT TTTT

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N. W. Corner Pearl and Plum ferchandise Storage

Pool Cars
Inter-City Truck Depot TRUCKING INC



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The Fred Pagels Storage Co. 937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs. Member NFWA-OWA

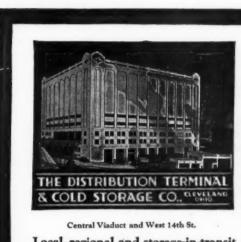
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Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY Cleveland, Ohio Member of A. W. A.

CLEVELAND, OHIO



Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Ultra-Modern Trunk Line Terminal

Complete Service Plant

Continent-wide Connections



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### CLEVELAND, OHIO

### DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other P.Rs. to Cleveland. R.Rs. to Cleveland, Ohio.



### LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. R. Thomas, Vice-Pres.

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CLEVELAND

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### CLEVELAND, OHIO



Exclusive Agent: Greater Cleveland

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### LOCATION IS IMPORTANT!

Neal's eight modern warehouses, all conveniently located, assure prompt deliveries.

Our "City Wide Service" is at your 

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\* Operating the Cleveland Bonded Warehouses, Inc.

CLEVELAND, OHIO

Transit Co.

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MEMBERS: O.W.A.

Columbus Terminal Warehouse Co.

MERCHANDISE STORAGE

AND

POOL CAR DISTRIBUTION STORE DELIVERY

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION



THE NEILSTON WAREHOUSE CO.

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### MERCHANTS TRANSFER COMPANY

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Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Stor-age for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

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TRANSFER & STORAGE CO.

MERCHANDISE—HOUSEHOLD GOODS WRight Service to Meet Your Requirements.

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THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave. Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicage, Pittsburgh, Charleston, W. Va., and way points.

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#### WAGNER WAREHOUSE CORPORATION

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Mer-chandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

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311 North 6th St.

Modern Fireproof Ware-house—29,000 Sq. Feet

Reinforced Concrete Household Goods Packed,

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A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE MOST CENTRAL WAREHOUSE-1 BLOCKS OF CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION PRIVATE SIDING AND SWITCH-N. Y. CENTRAL LINES

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### **COLUMBUS**

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The Merchandise Warehouse Co. In the Center of Columbus

Ready to serve you, Efficiently, Economically, Intelligently, with the kind of service you have a right to expect from your warshouse.

THE MERCHANDISE WAREHOUSE CO. 370 W. Bread St., Columbus, Ohio Member-American Chain of Warehouses

Shipped and Stored Distribute Household Goods and Merchan-dise, Pool Cars, Long Distance Moving.

Consign C. L. Ship-ments P. C. C. & St. L.

Members: N.F.W.A.-O.W.A.



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GREAT LAKES TERMINAL WAREHOUSE CO.

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General Merchandise, Cold Storage and Distribution U. S. Custom Bonded Warehouse, Storage in Bond Store Door Delivery Private Siding New York Central and B. & O. R. R. Member American Chain of Warehouses

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TOLEDO TERMINAL WAREHOUSE, INC. 128-138 Vance St.

> Merchandise Storage and Distribution **Excellent Service** Member A. W. A.

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Member A. W. A .-- A. C. W .-- T. S. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage Pool Car Distributors

Free Switching

14c. Insurance rate

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Established 1889

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General Warehousing and Distribution



MOTOR TRUCKS & TEAMING

HOUSEHOLD GOODS

MERCHANDISE

MEMBERS NFWA, AWA, Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing **Pool Car Distribution** 

Free Switching Private Trackage P. O. Box 1222

50,000 Sq. Ft. Floor Space. Fireproof

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Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses Licensed under the U. S. Warehouse Act Merchandise, Storage and Distribution Private Siding Free Switching Sprinklered 1132 N. W. GLISAN STREET



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General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION A SPECIALTY

Member A. W. A .- Amer. Chain. Established 1864

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MERCHANDISE STORAGE & WAREHOUSING Northwestern Transfer Co.

General Forwarding Agents SPECIAL ATTENTION GIVEN TO POOL CARS Our private siding is served by all railroads . 175 15th St., North, PORTLAND, OREGON

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Joe Hodges Fireproof Warehouse

Moving - Packing - Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

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OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped
Member A. W. A.
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RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution Portland Commercial Agents: Judson Fr't Fw'd'g Co.

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15th Avenue, North of Broad St., Bethlehem, Pa.

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Erie Storage & Carting Co. 1502 Sassafras St., Erie, Pa.



ERIE, PA. 724th & Brandes

Erie. Pa.

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MOVING & STORAGE CO.

Three Warehouses
(2 Fireproof)
All Separate Rooms for Furniture
1600 Cu. ft. Modernly Equipped, Special Built
Furniture Vans

A Night Service
SHIP P.R.R. and Nickel Plate Sidings

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Day and Night Service MOVING CRATING

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HARRISBURG, PA.

Pool Cars

Efficiently Handled



Merchandise and Household Goods Storage HARRISBURG STORAGE CO.

P. R. R. Sidings

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KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage. Packing, Shipping
Merchandise Storage and Distribution
Peol Cars Distributed. Local and Long Distance Hauling Members of N. F. W. A.



LANCASTER, PA.

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Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution Local and Long Distance Moving Railroad Sidings

Members P.F.W.A. P.S.W.A.

NEW CASTLE, PA. I

Keystone-Lawrence Transfer & Storage Co. Packing, Crating, Storage and Shipping of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving. Members N. F. W. A. Members Ponne. Whee. Asses.

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**CARNAHAN** Transfer and Storage

The most reliable transfer in Venango County. Fireproof ware-house. Private rooms for furniture and planos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

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Member N. P. W. A., P. P. W. A. and C. S. 4 T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

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Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

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Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

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GALLAGHER'S WAREHOUSES

Executive Offices-50 So. 3rd St.

EXECUTIVE UNICES—JU 50. 5FU 51.
General Merchandise Storage and Distribution
U. S. Bonded and Free Stores
Carload Distribution
Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for
city and suburban deliveries

PHILADELPHIA, PA.

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13 Warehouses Trackage Facilities for 143 Cars.

68 Acres of Floor Space

Reading R. R.

Sea and Rail Penn, R. R.



LOCATION-On river front-Heart of jobbing district-Adjacent to navigation lines-Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

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An Association of Good Warehouses Located at Strategic Distribution Centers



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THOMAS WHITE, Owner and Manager

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Also operating
WHITE MOTOR EXPRESS CO.
TRUCKING SERVICE
PENNA. R.R. SIDING L. C. L. TO P. R. R.—11TH ST.

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Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

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**DRAYMAN & STORAGE WAREHOUSE** 

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R. POOL CARS

PITTSBURGH, PA.

1,750,000 Cubic Feet of Storage Space Warehouse with Penn's R. R. siding for Merchandise Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Euclid Aves, Pittsburgh, Ponns.

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"33 Years of Service"

Merchandise

Warehouses Sprinkler Protected

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### THE QUACKENBUSH WAREHOUSE COMPANY

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MERCHANDISE AND HOUSEHOLD GOODS STORAGE POOL CAR DISTRIBUTION

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Member of Allied Distribution, Inc.

UNIONTOWN, PA. H. D. RYAN-L. G. HOWARD, Proprietors

### KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

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"Same Day Service"

MERCHANTS WAREHOUSING COMPANY

Merchandise Storage and Pool cars checked.
Central location and direct siding for 10 cars on L. V. and C. R. R. of N. J. sidings.
Manufacturers' Distributors with facilities to handle large consign-

Offices: 150-156 E. Northampton Street

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### WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service Milling-in-Transit and Pool Cars

12-35 New Bennett St.

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### WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING-416 FRANKLIN STREET P. R. R. SIDING MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS-DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

### PROVIDENCE, R.I.

Terminal Warehouse Company of R. I., Inc. Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

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### Charleston Warehouse and Forwarding Co.

Merchandise Storage and Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space. Private Tracks Connecting with All Railroad and Steamship Lines. Motor Track Service.

Members of the American Chain of Warehouses, Inc.

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General Merchandise Storage & Distribution Pool Car Distribution—City Delivery Service—Forwarding Agents—Direct Switching Connections into Warehouse— Private Siding

Fully Sprinklered TEXTILE STORAGE & WAREHOUSE CO.

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1807 Elmendorf Street

Efficient

Courteous

### KNOXVILLE, TENN.

### proper FIREPROOF STORAGE & VAN COMPANY, Inc.

Successors to Knoxville Fireproof Storage Co. 201-211 Randolph St.

Knoxville, Tennessee

138,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler.

Inserance at 12c. per \$100.00 Household goods shipments solicited. Prompt remittances made. per annum. Pool Cars distributed.

American Warshousemen's Att's PROMPT AND EFFICIENT SERVICE

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#### Rowe Transfer & Storage Co. 416-426 N. Broadway

Household Goods and Merchandise Storage and Distribution. Pool Car Distribution. Fireproof Warehouse. Low Insurance.

Agent, Acre Mayflower Transit Company Member, Mayflower Warehousemen's Association & Sa. W. A

### MEMPHIS, TENN.

"It's Safer With"

### P. & B. Transfer & Storage Company 413-419 South Main Street, Memphis, Tenn.

Mercantile and Household Storage

Pool car distribution with our own equipment.
The most centrally located warehouse in the city, low insurance rate. Ample trackage facilities.
We operate a large fleet of moving vans over the United States.

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### JOHN H. POSTON STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad Tracks Established 1894

Free Delivery from All Raliroads on Car Lots and from Cotton Belt R. R. Stations Insurance Rate \$1.41 per \$1,000 per Annum No Charge for Switching To All Raliroads on Car Lots for Competitive Points and Illinois Central Rali-road Local Stations.

DISTRIBUTION A SPECIALTY MEMPHIS, TENN.

#### MEMPHIS, TENN.

"SERVICE"

### ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

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MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT

### BOND-CHADWELL CO.

100 TO 124 FIRST AVENUE, N.

1623-1625 BROADWAY

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521 Eighth Ave., So.



# Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space-Centrally Located

NASHVILLE, TENN. [

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ESTABLISHED 1886

### The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered - Lowest Insurance Spot Stock and Pool Car Distribution - Private Siding - Free Switching Motor Truck Service.

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## **Dallas-Trinity** Warehouse Company

"Courtesy With Unexcelled Service"



Complete Warehousing

R. E. Abernathy, Pres.



3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Corsicana-Trinity Warehouse Co.

AMARILLO, TEXAS

WM. C. BOYCE

Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise



**BONDED WAREHOUSES** AMARILLO AND LUBBOCK, TEXAS

Member T. S. W .-- Amarillo Warehousemen's Association
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DALLAS, TEXAS



IN DALLAS IT'S The Interstate Fireproof Storage & Transfer Co.

For Fireproof Storage and Distribution Service

Fireproof-16c Insurance Rate

Merchandise Storage and

Distribution

Our new one-half million dollar plant.

Household Goods Stored, Moved, Packed and Shipped.

DALLAS-The Logical Distribution City for the Great Southwest.

The Interstate Fireproof Storage & Transfer Co.

W. I. Ford

301-07 North Market Street Associate Managers

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GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEX. C. M. Crocker—Pros. J. W. Crocker—Vice Pros. May Crocker—See, & Trosa.

CROCKER TRANSFER AND STORAGE CO., Inc.

Distribution Pool Cars or Boat Shipments Merchandise & Household Goods

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Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of March 3, 1933, of Distribution and Warehousing, published monthly at New York, N. Y., for October 1, 1934.

State of New York, County of New York,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared A. K. Murray, who, having been duly sworn according to law, deposes and says that he is the President and Business Manager of the DISTRIBUTION AND WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Distribution and Warehousing Publications, Inc., 249 West 39th St., New York, N. Y.; Editor, Kent B. Stiles, 249 West 39th St., New York, N. Y.; Managing Editor, none; Business Manager, A. K. Murray, 1710 Newkirk Ave., Brooklyn, N. Y.

#### 2. That the owner is:

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- 3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state) None.
- 4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated

A. K. Murray, Business Manager.

Sworn to and subscribed before me this 1st day of October, 1934.

(Seal) WM. A. MAAS.

Notary Public, Queens County, No. 3210, Reg. No. 3450, Cert. filed in N. Y. Co. No. 1040, Reg. No. 6-M-662. Commission expires March 30, 1936.

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